

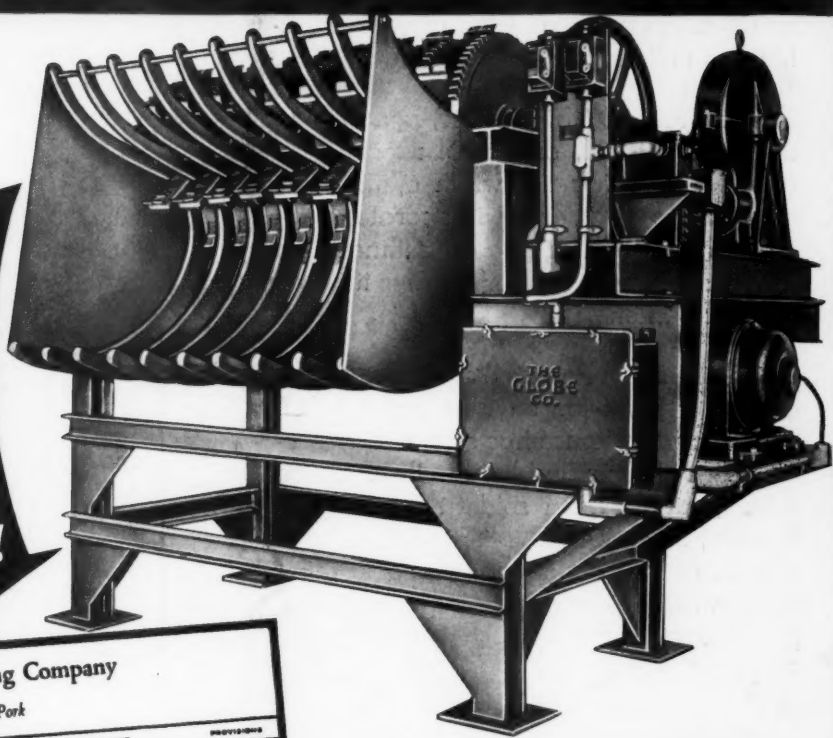
THE NATIONAL PROVISIONER

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 97

SEPTEMBER 4, 1937

**A
BETTER
DEHAIRING
JOB IN
LESS TIME!**



Chitwood Packing Company
Beef and Pork

SAUSAGE - ALL KINDS
OLIVE BRAND HAM AND BACON - TWO WILD CURE, SWEET FLAVOR
PROVISIONS

McCook, Nebraska
May 17, 1937.

The Globe Company,
1515 North Grand Blvd.,
St. Louis, Mo.
Attn: Mr. L. J. Menges, Mgr.

Dear Mr. Menges:

The Hog Dehairing machine
is working fine. Could not wish for better service.
Kind regards.

Yours very truly,
J. L. Thuman,
General Manager.

DT/JW

Users are enthusiastic over the efficiency of their GLOBE Hog Dehairing Machines. These units are designed for speedy production without sacrifice of thoroughness.

The machine illustrated is electrically driven throughout, with push-button control and all electrical equipment water-proofed. It is designed to properly clean hogs weighing up to 800 pounds, and is available in sizes to handle 60 to 150 hogs per hour.

Write for more complete information today.



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CHICAGO, ILLINOIS

The GLOBE Co.



1515 NORTH GRAND BLVD
ST. LOUIS, MISSOURI

WHY?

THE BIAS SLICER

Meat merchandising experts repeatedly emphasize the growing demand for sliced, attractively packaged bacon; therefore, you should understand the profit possibilities of the "BUFFALO."

The "BUFFALO" Bias Slicer, by lowering the cutting table, cuts the bacon on an angle, increasing the width of the slice as much as 41%, or it will operate as an ordinary straight slicer with cutting table at right angles to the knife. Thus it is two machines in one.

In the use of the Patented Bias feature lies an opportunity for savings and profits. Every packing house has seasonal or normal runs of skips and light bellies. These have formerly been sold at a sacrifice. Users of the "BUFFALO" Bias Slicer can slice this grade on the bias and obtain the same width slice as the heavier bellies produce sliced straight.

Write today for the pamphlet describing
this quality built, efficient slicer

JOHN E. SMITH'S SONS COMPANY

Fifty Broadway, Buffalo, N. Y.

Chicago - 11 Dexter Park Ave. Los Angeles - 2407 S. Main St.

Dallas - 612 Elm St.



"BUFFALO" BACON SKINNER

Saves Time, Labor and Waste: Removes the rind from smoked and fresh bacon quickly and efficiently eliminating any waste in fat. One man with the Bacon Skinner can derind as much bacon as two men by hand in a day.



B U F F A L O

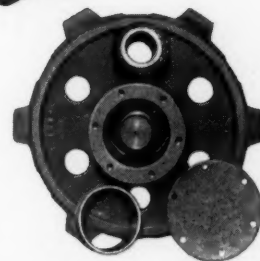
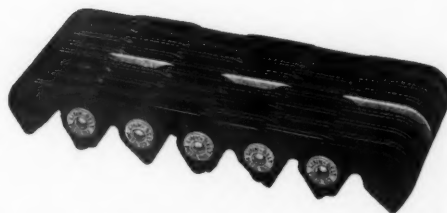
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Industry's Choice - Since 1875



● There are intangible qualities in chains—values that the experienced chain-maker builds into his product. General observation may not reveal these qualities—superior performance proves their presence . . . They belong to the art of chain-making, in which Link-Belt Company has been engaged for over 60 years. Today—throughout the world—Link-Belt conveying and power transmitting chains are accepted as the recognized standard.

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LINK-BELT CHAINS... and

*Equipment for Handling Materials Mechanically
Transmitting Power Efficiently*

THE NATIONAL PROVISIONER

THE MAGAZINE OF THE MEAT PACKING AND ALLIED INDUSTRIES

Volume 97

SEPTEMBER 4, 1937

Number 10



MEMBER



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Packers.

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★

Daily Market Service (Mail and Wire)

"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tallow and
greases, sausage materials,
hides, cottonseed oil, Chicago hog
markets, etc.

For information on rates and
service address The National Provi-
sioner Daily Market Service, 407
S. Dearborn St., Chicago.

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POWERED TO FIT YOUR JOB . . . PRICED TO FIT YOUR PURSE

**THAT'S WHY FORDS ARE
THE CHOICE OF SO MANY
PROVISIONERS**

Some trucks give Performance. Others offer Economy. Ford V-8 Trucks give BOTH!

If your loads are heavy, if your job calls for high road speeds . . . a Ford V-8 Truck or Commercial Car with the 85-horsepower engine will give you outstanding economy for your requirements. If your loads are light, if your units are used for house-to-house delivery . . . the thrifty new 60-horse-

power V-8 engine will give you the performance you need and truly amazing gasoline mileage.

Your Ford dealer will be glad to arrange an "on-the-job" test of an 85 or 60 horsepower Ford V-8 Truck or Commercial Car. With your own loads, under your own operating conditions, you can test BOTH V-8 engines . . . and select the one best fitted for your individual needs. Before you buy ANY truck or commercial car at ANY price, make this test. It may mean the difference between high and low operating costs. Call your Ford dealer today for full details.

Convenient, economical terms
through the Authorized Ford Finance
Plans of the Universal Credit Company



FORD V-8 TRUCKS AND COMMERCIAL CARS

Week Ending September 4, 1937

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STEEL is SANITARY

"HALLOWELL" PACKING
PLANT EQUIPMENT OF

STEEL

CAN'T ABSORB ...

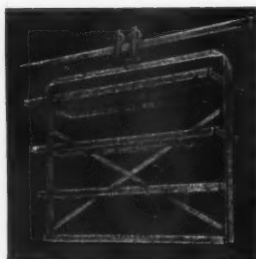
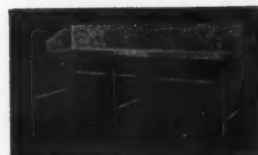
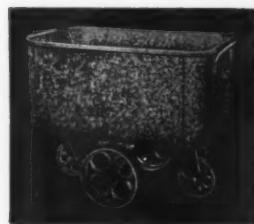
IS EASY TO KEEP

ALWAYS CLEAN!



New plants are standardizing on "Hallowell," older establishments are modernizing in anticipation of the fast approaching time when increased severity of sanitary inspection will send soggy, germ infested wooden equipment to the scrap heap.

Start *your* modernization NOW ... as equipment is junked, specify "Hallowell." In this way there's no large investment to make all at once—yet you'll soon be prepared with a completely modern set-up.



*Write for
your copy of
our catalog
for details of:*

"Hallowell" Packing Plant Trucks; Carriers; Trolleys, Hooks, Trees, etc.; Tables; Racks; Stands; Pans and Troughs.

STANDARD PRESSED STEEL CO.

BRANCHES

BOSTON
DETROIT
INDIANAPOLIS

JENKINTOWN, PENNA.

BOX 550

BRANCHES

CHICAGO
ST. LOUIS
SAN FRANCISCO

" . . . These semi-trailers have what it takes. The growth of the semi-trailer industry in the last few years has been phenomenal. Most of the growth represents repeat orders which have been placed as a result of operating experience. They have invaded almost every type of hauling and there seems to have been no type of work upon which they have not been uniformly successful . . ."

Quoted from article by
HENRY JENNINGS
Technical Editor,
Commercial Car Journal
in *Baker's Helper*,
April 3, 1937



● **MEN IN THE MEAT INDUSTRY** buy Fruehauf Trailers for at least 4 distinct reasons. Primarily, they take advantage of the extra load capacity a Trailer gives their power unit (a 1½-ton truck handles 2 or 3 times its usual load when coupled to a Fruehauf). But a reason rapidly assuming equal importance is the fact that Trailers can handle big loads in the city—in congested traffic—yet be maneuvered more easily than a straight truck of anywhere near equal capacity.

TURN IN SHORTER CIRCLE

This is possible because Tractor-Trailer units are "hinged-in-the-middle"—they turn shorter and are more easily "spotted" at crowded loading docks. A good Trailer driver, and there are lots of them, can "spot" a Trailer in many places absolutely inaccessible to large straight trucks. Thus deliveries to local stores and sub-stations are made in less time at lower cost.

"FEEDER" SYSTEM

Some Provisioners are now using one or more Trailers in a "Feeder" System—the large Trailer making contact with from two to six small trucks at an outlying point—the small trucks loading up and making house or store deliveries.

A fourth major advantage that sold these men on Fruehauf Trailers is Advertising Value, of dollars and cents importance, effectively illustrated by the Wilson unit shown above.

DETAILS READILY AVAILABLE

A new folder, with the complete story on Fruehauf Trailers in the Food Industry and illustrations of many new units now in operation is ready for distribution. Write for your copy—no obligation.



Oldest and Largest Manufacturers of Truck-Trailers

FRUEHAUF TRAILER COMPANY

10918 Harper Avenue, Detroit, Michigan
Sales and Service In All Principal Cities

FRUEHAUF

"Engineered
Transportation"
—Reg. U. S. Pat. Off.

TRAILERS

"BOSS" OFFERS SPACE SAVER

(PATENT APPLIED FOR)

Illustration shows our new "BOSS" No. 415 Lift, here used as a paunch lift attached to table. This lift will prove a boon to beef slaughterers and renderers, as it eliminates the waste of space required by the older type of equipment.

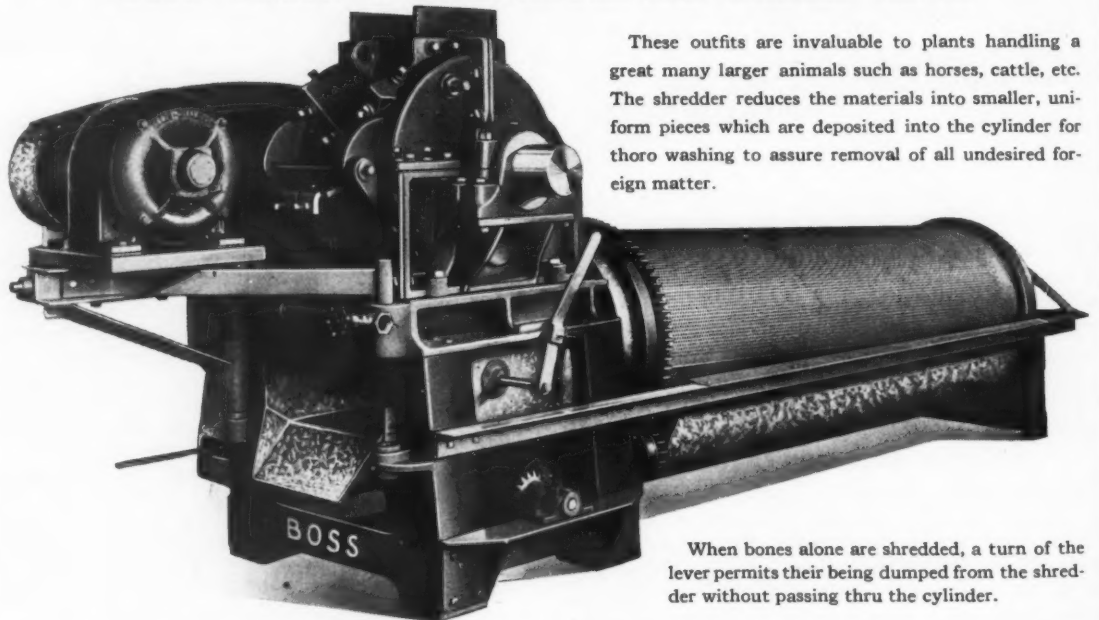
This lift is operated by a hand wheel, as shown, or may be operated by a motor. It is provided with self-operating brake, consisting of a brake drum, brake band and brake lever, which will positively hold the load at any point and prevent it from slipping back.

Materials are loaded into the pan of the lift and then raised. When the pan reaches the top, it is automatically tilted and the contents are discharged. The operator then releases the brake allowing the pan to descend by its own weight. The speed at which the pan descends is controlled by the operator manipulating the brake lever.

Where space is at a premium, this new arrangement is a decided advantage. Lifts of any height and tables of any length or design may be furnished.



"BOSS" COMBINATION SHREDDER AND WASHER—No. 727



These outfits are invaluable to plants handling a great many larger animals such as horses, cattle, etc. The shredder reduces the materials into smaller, uniform pieces which are deposited into the cylinder for thoro washing to assure removal of all undesired foreign matter.

When bones alone are shredded, a turn of the lever permits their being dumped from the shredder without passing thru the cylinder.

You can depend on "BOSS" for Best Of Satisfactory Service



The Cincinnati Butchers' Supply Corporation

324 Exchange Ave., U. S. Yards,
Chicago, Illinois

Mfr. "BOSS" Machines for Killing,
Sausage Making, Rendering

1972-2008 Central Ave.
Cincinnati, Ohio

HOG PRICES HIT 11 YEAR TOP, BUT FEW REAP PROFIT

Farmers, Housewives and
Packers Lose in End.

BY HOWARD WOOD.

With pork and hog prices soaring to the highest levels in eleven years and shipments of live hogs from farm to market dropping to record lows, Chicago's vast live stock and meat industry yesterday found itself face to face with the long predicted consequences of drouth, crop reduction, and the AAA pig killing program. For the housewife the situation presents the probability of even higher meat prices, with no real relief in sight for many months at least.

The housewife, however, is not alone in her troubles. The steady up surge of prices does not benefit the farmer, because he has so few hogs to sell. He profits more on a large volume of sales at lower prices.

Packer's Losses

Packing

hog dealers

HIGH PORK PRICES

Demand

LOW INVENTORIES..

and the

NEVERFAIL 3-DAY HAM CURE

If you want to avoid soaking all your working capital into your curing vats, you *must* find a perfect *fast* cure . . . one that will produce a ham good enough to beat the competition of imported hams.

Certain packers are doing just that . . . and doing it so successfully that they are actually selling hams faster than they can cure them. These packers, using the NEVERFAIL 3-day Ham Cure, report that they cannot get enough green hams to put down.

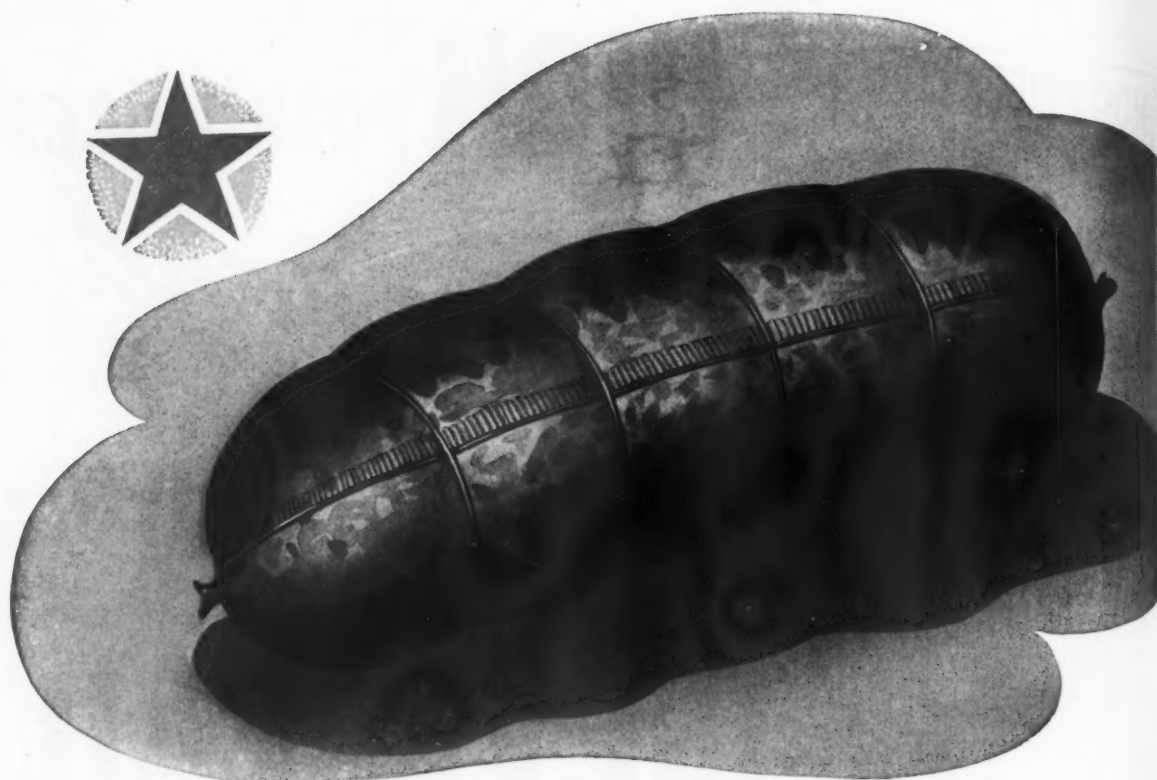
Let us show you how to produce the tenderest, juiciest, most flavorful ham you've ever made. Our representative will gladly make a demonstration *in your own plant*. There is no cost or obligation. Write us!

"We LEAD . . . others must follow"

H. J. MAYER & SONS CO.

6819-27 S. Ashland Ave., Chicago, Illinois

Canadian Sales Office: 159 Bay St., Toronto . . . Canadian Plant: Windsor, Ontario



Casings of Quality

FOR QUALITY PRODUCTS

Dependable Selection • Uniform
Quality . . . Prompt, intelligent
service All types of
BEEF • HOG • SHEEP CASINGS

ARMOUR AND COMPANY • Chicago, U. S. A.

THE NATIONAL PROVISIONER

SEPTEMBER 4, 1937

*The Magazine of the Meat
Packing and Allied Industries*

FUEL COST *Is* CUT IN HALF

★ First Step in Power Plant Modernization by Krey Shows Big Savings Possibilities

EXPENSE of steam and power—whether packers know it or not—is a considerable percentage of the cost of operating a meat plant. And it is an expense that is not accurately accounted for in many instances.

This fact, many engineers in the meat industry believe, is mainly responsible for the large and unnecessary steam and power losses in so many packinghouses.

With little or no knowledge of what steam and power actually cost, and with no disposition to study cost-saving possibilities, or to learn of the low cost results with modern equipment, packers with out-of-date steam and power set-ups have little incentive to improve conditions. As long as steam and power are available in sufficient quantities for processing, cost and savings appear of little concern to such packers!

No Excuse for Ignorance

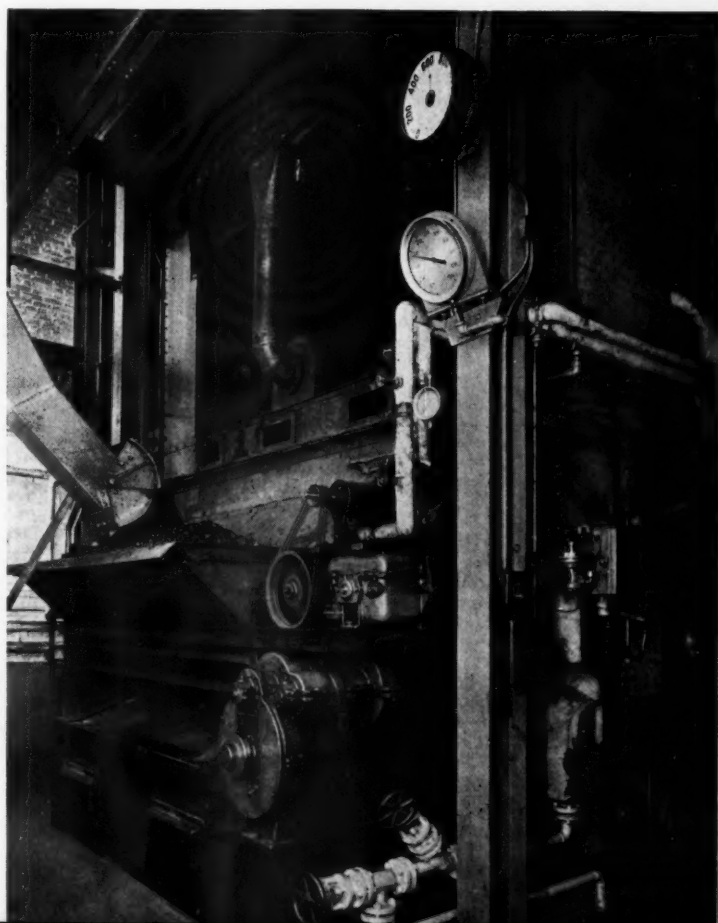
The fact that steam and power generation are involved subjects—not readily understood by one whose training and experience has been wholly in meat processing and merchandising—is hardly an excuse for the attitude of indifference to steam and power losses that exists in the meat industry.

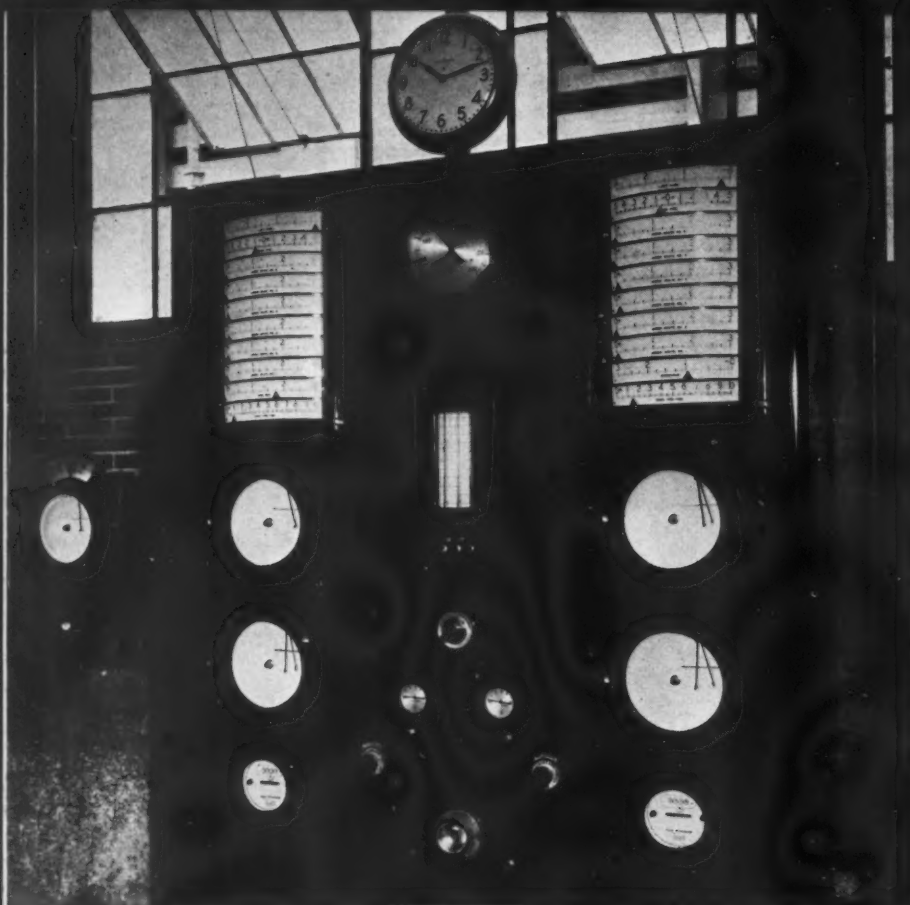
More than four years ago THE NATIONAL PROVISIONER began a campaign to impress upon the

packing industry the importance of steam and power savings. THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE has gathered a mass of information on the cost of producing steam and power in the modern packinghouse power plant—most of it based on actual results obtained by pro-

FIRST STEP IN POWER PLANT MODERNIZATION

One of Krey's two new 400-h.p. boilers built to operate at 400 lbs. pressure, both equipped with full automatic controls. Planned as first units in a strictly modern power plant in which power will be generated with extraction type turbines as a by-product of processing steam demand.





RECORD KEEPERS

Boiler panel board equipped with indicating and recording thermometers and flow meters to furnish all information required for efficient boiler operation and accurate cost keeping. Adjustments for automatic controls are also installed on this board.

gressive packers—and this information is available in a service binder upon application.

Any packer can readily compare these costs with those prevailing in his plant, and can gain at least a rough idea of what obsolete equipment and methods in his boiler and engine room are costing him. And if he is sufficiently interested to want to know his own potential steam and power savings, the services of capable consulting engineers—men experienced in solving packing-house steam and power problems—are available for surveys and savings estimates.

How to Finance It

Lack of ready cash to invest in power plant modernization need not prevent his making savings probably greater than are available in any other department of his plant. With possible yearly earnings on the modernization investment as high as 50 per cent, or more in some cases, and better than 25 to 30 per cent generally, financing is not difficult.

But even if the packer is not inclined to obtain a new power plant with bor-

rowed money, there is always the "step-by-step" method. Under this plan a modern, efficient power plant is designed, and equipment is purchased and put into service as the money is available. Carefully planned, it often is possible with the "step-by-step" method of modernization to quickly make sufficient savings on each detail of modernization to pay for the next one.

A number of packer's step-by-step power plant modernization plans have been described in THE NATIONAL PROVISIONER. Frequently the program can be arranged so that large savings are immediately available from a comparatively modest investment. In this manner a fund is quickly built up for carrying on further modernization.

Step-by-Step Method

With generation of both steam and power the ultimate goal in most power plant modernization schemes, the first step in the program frequently points to replacement of obsolete and inefficient boilers with modern, high-pressure steam generators. This was the first move in the power plant modernization plans of John Morrell & Co., Ottumwa, Ia., and the Nuckolls Packing Co., Pueblo, Colo., among others.

Replacing boilers whose efficiency was as low as 65 per cent with modern steam generators with an efficiency in the neighborhood of 86 per cent results in a large saving—and is therefore decidedly profitable, whether or not modernization ever is continued beyond the boiler room. It is, of course, a necessary step

toward a self-contained power plant in which electricity will be generated as a by-product of the processing steam demand.

Krey Starts Modernization

Krey Packing Co., St. Louis, Mo., for many years has produced steam for processing and generated much of the power used in the plant for equipment operation. While the steam and power cost was less than would have been the case had all power required been purchased, it was higher than could have been secured with modern steam generators and extraction type turbines.

With data available indicating a large return from power plant modernization, it was decided somewhat more than a year ago to replace the horizontal return tubular boilers in service with high pressure water tube steam generators of the modern type, and to discontinue the use of gas as boiler fuel and return to coal.

Steam engines used for making power were in good condition, and capable of serving efficiently for several years more. By the time they will require replacing, it was figured, saving in the boiler room will have provided a fund for purchase of one or more extraction type turbines.

Use Half As Much Fuel

The boiler room improvements were completed early this year. They include a new boiler building of brick, concrete and steel, two 400 h.p. Erie steam generators constructed for 400 lbs. steam pressure but now operated at 150 lbs., Laclede stokers, mechanical coal and ash handling systems, automatic boiler controls and indicating and recording instruments.

Lack of steam production and cost records for periods previous to the time the new boiler room was placed in operation make it difficult to obtain an accurate "before and after" boiler room cost comparison. Wide fluctuations in number of head of livestock slaughtered also complicate the situation. It is conservatively estimated, however, that fuel savings in the new boiler plant have been cut in half—a saving equivalent to approximately 1,000 tons of coal per month.

Coal & Ash Handling

Actually, however, the dollar and cents saving is considerably more than this quantity of coal would indicate, because of the greater steam production per dollar of fuel cost using coal instead of gas. Savings, of course, will be proportionately more important when conditions justify the slaughter of a greater number of head of livestock.

(Continued on page 23.)

NEW BOILER BUILDING

Brick, concrete and steel construction, large glass area in front wall to good lighting conditions. Engine adjoins boiler house in rear.

WHAT CAN A PACKER DO TO MAKE HIS MEN THINK?

WOULD your business forge ahead more rapidly if you could get your employees to do a thinking job?

This question was asked by an industrial executive in an article which appeared in the August 28 issue of THE NATIONAL PROVISIONER. He answered it by suggesting several methods by which such thinking on the part of employees could be started.

Since reading exercises such a powerful influence on our thinking, he suggested to business executives that they might inquire as to what if any reading their key employees were doing—especially reading of business papers in their particular fields.

That reading stimulates thinking is indicated by replies received by THE NATIONAL PROVISIONER from packing industry executives in the first few days after the article appeared. Here are two of them, names being omitted for obvious reasons:

Real Executives Encourage Thinking

A well-known packinghouse executive who has the reputation for being far-seeing in all departments of his business was the first to comment. Here is his letter:

Editor THE NATIONAL PROVISIONER:

I read with interest the article in last week's issue of THE NATIONAL PROVISIONER, "What Can I Do to Make Them

Think?" This should be a vital subject with every executive. The suggestions made are sound. Business today is confronted with many new and difficult problems. More thinking and planning is required than ever before.

Only a narrow-minded executive would believe that he can do the thinking for the organization. A real executive encourages thinking. Some executives believe they encourage suggestions, whereas in reality they discourage them.

There are at least three definite rules that will encourage thinking:

First, appreciation of suggestions, a "thank you for your interest," whether the suggestion be good, indifferent or impractical, will encourage further thinking and suggestions.

Second, if the suggestion is indifferent or impractical, a sensible explanation to the employee why it is impractical will encourage further thinking.

Third, and perhaps most important. Executives should adopt a rule that employees who consult them be required to tell the executive what action they think should be taken on the matter or matters BEFORE the executive tells the employees what should be done. If employees are not prepared to make a recommendation on matters they submit, they should be told to give the matter further thought and see the executive when they are prepared to make a recommendation.

There are fundamental reasons for this rule. If employees understand that they are expected to make recommendations on every matter they submit to executives, they will naturally give the matters more thought before they consult the executives. Furthermore, the executive gets the benefit of the employees' thoughts on the matter, and by having these executives may often avoid making the wrong decision.

An executive who gets and gives consideration to the other fellow's opinions, and insists that all men holding supervisory positions do the same, has no difficulty in building an organization of thinkers.

Sincerely,
PACKER EXECUTIVE

He Tried It Out

The operating head of one of the largest packing concerns in the country comments as follows:

Editor THE NATIONAL PROVISIONER:

I got quite a "kick" out of your article of August 28 on "What Can I Do to Make Them Think?" because I tried out the idea several years ago—and it works!

You will remember I called you up and asked you if you would accept subscriptions to THE NATIONAL PROVISIONER from operating men in our organization. I told you I thought our company would get better and more intelligent service from these men if they were regular readers of the magazine. You approved my idea, and I sent you several hundred subscriptions for my plant and division superintendents, foremen, master mechanics and other key men in our plants in various parts of the country.

The magazine was sent to the men in their homes, where they would have the leisure to read and give constructive thought to the practical information which I found in every issue as I had been reading it over the years.

I have always felt that this move paid our company dividends. I know it was a great help to me in operating the plants. Each issue contains not only operating information for such readers, but also merchandising and market price information which I thought my operating men ought to read to broaden their knowledge of industry conditions. All of this is valuable to everybody in the organization, from the president down.

From this beginning we built up a lesson system for our men, which has worked beautifully, and which has given splendid results in training juniors for future positions of responsibility. Many of them are already holding such positions as the result of the plan. I get and read THE NATIONAL PROVISIONER at my home, and I call it my "packers' bible."

My answer to the question raised by the writer of that article is this: Every packer who wants his men to think should see that they all subscribe to THE NATIONAL PROVISIONER to be sent to their homes. Even if the company has to pay part of the subscription, it is money well invested, that will pay dividends as it did in our case.

Yours truly,
GENERAL SUPERINTENDENT

GREATER DRIVER COMFORT

Promoting driving efficiency and making for safer operation by providing for the physical comfort of drivers is a recognized principle among large truck fleet owners. Extreme heat in summer and cold in winter are two conditions that can largely be eliminated from truck cabs by a simple carpentry job. Sun heat may be almost entirely kept out, and engine heat may be largely done away with.

Application of one or another of the various insulating boards to roof and under the floor boards is the answer. Just as these insulating materials are being applied to many insulating jobs, so may they be used in the truck to provide more comfortable and, therefore, safer driving conditions.



MECHANISMS

News from the meat selling front Helps for meat manufacturers and dealers

COSTLY SALES Habit

Another Packer Startled by Small-Order Check-Up

WHAT would you do Mr. Packer, if figures were placed before you showing that 37 per cent of all the orders handled for meat products represented only 5 per cent of the total volume of meat sold? What would you do if these figures disclosed that each order in this group represented less than 25 pounds of product purchased?

Such a situation may seem fantastic to those who have not taken occasion to check up on the percentage of total business represented by orders for 25 pounds or less of product. Yet many packers throughout the country who have heeded the advice of the special committee on trade practices of the Institute of American Meat Packers, and have made a survey of the order situation in their plants, have found circumstances closely paralleling that just outlined.

Another Packer Wakes Up

Nuckolls Packing Co., Pueblo, Colo., is one of the companies which made such a survey. Telling of this company's experience in analyzing orders at the recent meeting of sales executives called by the Institute, general sales manager A. D. Curtis said:

"During April we received a bulletin from the Institute telling us that—if we didn't mind surprises—we should make a simple classification of orders. While the majority of our business is done along car route territories, where a minimum of 100 lbs. is required on each order, we have six distributing branches located in comparatively small cities where small orders are numerous and are a 'headache'. Consequently we analyzed only the sales handled through these branches.

"The facts brought to light by this survey were not merely surprising—they were astounding!

Couldn't Believe the Figures!

"We appreciated the fact that our distributing branches were handling a lot of small orders, but we could hardly be-

lieve the figures when our analysis revealed that 27.8 per cent of one week's orders numbering 3,218 accounted for only 2.4 per cent of total tonnage. We checked further and discovered that a total of 37 per cent of all orders taken were each for 25 pounds or less of product, and that the total tonnage represented by this 37 per cent of orders amounted to only 5 per cent of all products sold by our company.

"It is apparent that we would have been better off without the business represented by this 37 per cent of all orders taken, inasmuch as our men undoubtedly could have picked up more than this 5 per cent of tonnage by spending more time with larger customers or by covering more territory—to say nothing of the expense of delivering, handling, bookkeeping, etc.

"In other words, it is evident that 5 per cent of our volume was responsible for 25 to 30 per cent of our selling, delivering and bookkeeping expense."

What To Do About It?

Having made this discovery, the Nuckolls Packing Co. set out to determine why the situation should exist and what could be done about it.

"We realize," Mr. Curtis says, "that a proportion of these small orders were picked up by customers at our branches; that many orders phoned in were delivered on regular route runs; that still others were from good customers who perhaps would place their larger orders elsewhere if we refused their small orders. Because of these facts we set about finding out which was which and what was the best thing to do."

Nuckolls decided to try different remedial methods at the various branches. An analysis of the small order situation was forwarded to each branch manager and the manager was advised as to what steps to take.

Correcting the Evils

"At one branch," says Mr. Curtis, "where no competitors have branches, we instructed the branch manager to discontinue accepting orders for delivery representing less than 25 pounds of product. In this instance, we have found it possible to sell most accounts 25 lbs. or more. We did lose some of the little 'parlor stores,' as it is still possible for them to buy from peddler trucks making that point. This loss, however, was not important since such business was prohibitive for us anyway.

"At another point, where most of our competitors are represented by branches or plants, we restricted deliveries to one per day to all parts of the city except the downtown business

district, in which we made two deliveries per day. Our competitors took the same steps, and all delivery trucks were lined up to leave for various parts of the city at approximately the same time. In some instances we have obtained larger orders, and our business with some independent peddlers—of which there are about 25 who run their own trucks and make deliveries at any time—has shown improvement.

"In some localities plans have been made to discontinue all Saturday deliveries. This will work to the retailer's advantage, as he will not be receiving products on Saturday, a day when all employees of retail stores are busiest. This entire program has worked out very well so far, but there is still room for improvement."

Now Is the Time To Act

Net result of the survey made by Nuckolls, and subsequent steps taken to effect a remedy for the small order problem, has made it apparent, Mr. Curtis says, that much headway can be made through discrimination in selecting customers at certain points and through elimination of small orders entirely at other points.

"At any rate," Mr. Curtis concludes, "we fully appreciate that now is the time for definite action on this matter, as small orders have been becoming more numerous.

"We have had retailers say, 'Why should I buy more this morning when I can get it this afternoon if I want it—you take the shrink!' In other instances remarks have been made to the effect that there was no advantage in buying larger quantities since the enactment of the Robinson-Patman bill.

"Such statements or ideas have no basis in logic, but the point is that they indicate there is a definite trend toward the placement of small orders which not only increases expense, but actually hurts the meat business, because retailers are out of certain products at times and have inadequate displays to attract attention.

"I feel, therefore, that this move to eliminate small orders is unusually timely now, and that it is extremely important that every member of the industry face the facts and take steps to correct the situation. This is as true for the individual packing company as for the industry at large."

WANT A GOOD MAN?

For good experienced men try the "Classified" page of THE NATIONAL PROVIDER.

PACKAGING Prepared Meats

New Trends Show Sales and Production Merits

IN THIS day of merchandising progress quality alone will not sell a product. Packaging must be attractive enough to catch the eye of the housewife if sales volume is to be satisfactory. Economy—both for the dealer and the consumer—is also an important consideration.

Processors of prepared meats realize the situation, which accounts for the ready acceptance of new packaging ideas in the trade. Transparent packages have had a particularly ready acceptance because of advantages which appeal both to production and sales departments. This advance has now extended to a wide line of products—smoked, cooked and roast fresh hams, smoked picnics, barbecued shoulders and hams, and a whole new category of cooked luncheon loaves.

Consumer Acceptance

The basic factor has been ready acceptance of the new package by the housewife. She can identify her favorite brand, the product is visible and has a lustrous and appetizing appearance, the casing protects it against contamination, and it seems to have an especially delicious flavor.

What attracts the processor is reduction in shrink, holding without refrigeration or danger of spoilage, reduction in bleach due to low temperature storage, improved appearance and low cost of the package. It costs 6c to 8c for string and labor to roll, bone and tie a boneless ham; it costs nothing to stuff it into a transparent container.

The sales department has a simple mathematical formula by which the salesman can show the dealer that while his margin on the old style smoked ham

(Continued on page 21.)

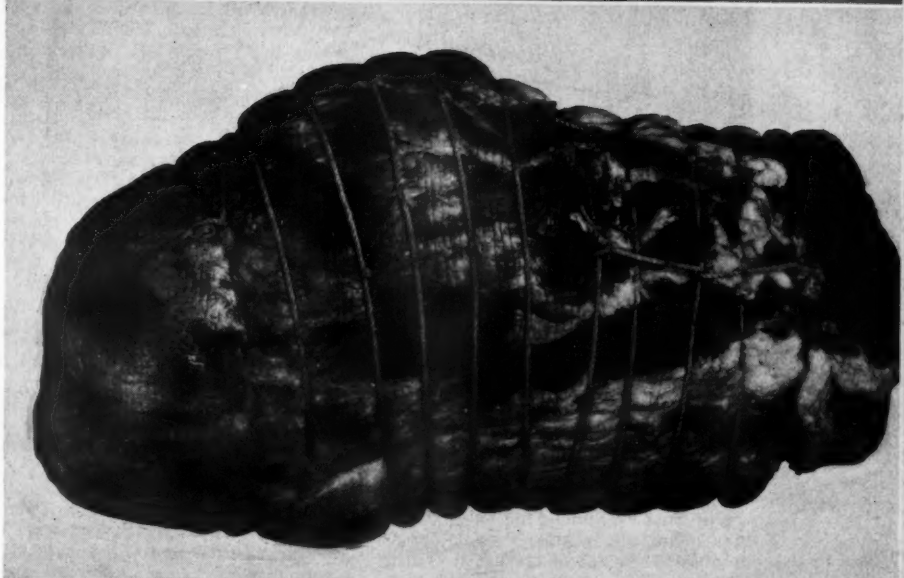
OLD AND NEW IDEAS

UPPER—Cooked boned ham in transparent package. Agar reports remarkable sales results.

MIDDLE—Old-fashioned rolled, boned and tied ham fails to hold its place in competition with smoked boneless hams in transparent casings.

LOWER—Goetze, Inc., Baltimore, Md., does outstanding job of advertising and merchandising with hams and loaves in transparent packages.

(TEE-PAK photos, posed by Virginia Thompson, home economist.)



MEAT Problems

Producer, Packer and Dealer
Must Cooperate to Succeed

By R. H. CABELL*

President, Armour and Company

MEAT packers must please meat consumers if the packer is to succeed. Working to that end and possibly influenced by the sting of constructive criticism, the meat trade is giving the consuming public better service at the present time than ever before. New and improved products are constantly appearing in the meat market and a very good job is being done in the retail trade.



R. H. CABELL

However, there is room for improvement in the meat trade; there are problems yet to be solved and I would like to point out some of these problems and stimulate thinking about them. In my opinion there are three major matters which deserve our most careful consideration. These are:

Points to Consider

1. Need to promote a greater degree of good will, not only toward us from the consumer, but also within our own ranks.
2. Need to increase consumption of the product we handle, not only because it is to our selfish interest to do so, but because the health of the nation will be improved when more people can have reasonable amounts of meat in their daily diet.
3. And, lastly, as an aid to increased consumption and for other important reasons, we must do everything in our power to reduce cost of meat and cost of service we render.

Reducing Meat Costs

Reducing cost of meat rests primarily with livestock growers. Possibly they are as efficient in producing livestock as are the farmers in other countries, but nevertheless these facts confront us! We have the largest number of head of livestock of any nation; and we have the largest number of acres of arable land on which to produce feed crops.

As a group our producers are highly intelligent, but notwithstanding all these

advantages our livestock costs more per head to produce than does livestock in any other country, and as a result we have gradually lost foreign markets for meats, a share of which should be ours by reason of our agricultural advantages.

Many years ago we were able to export beef. South America took that business away from us, and they have done it on a very profitable basis to themselves. Until comparatively recent years we were able to export pork products, but other countries have taken that business away from us.

Producer Must Be a Merchant

Price and quality are the factors with which this country must compete, and the American farmer will have to become more of a merchant. Business men realize that markets cannot be retained or obtained in any other way than by offering satisfactory products at prices consumers are able and willing to pay. That is the secret of success in business. Throughout all mechanized industry great strides have been made in lowering cost of manufacture, and as a result our people today are able to buy and enjoy many things which were counted as luxuries beyond the reach of the mass in the lifetime of our fathers.

Livestock producers are confronted by the necessity of lowering their production costs. Please do not misinterpret my remarks. I am not advocating lower profits for the producer. I do not want to take anything away from him. On the

contrary, I want to see him make more money. Producers have had a difficult time in the last few years, and I believe they are realizing that high prices caused by scarcity do not in the long run mean fair profits.

The way to prosperity on the farms is to increase the flocks and herds, while at the same time reducing cost of production. In no other way can world trade be regained, for world prices affect prices in this country and will always be a factor with which to reckon.

Lower Production Costs

With all our natural advantages we should have a surplus of meat to sell abroad at profitable prices. There is no good reason why we should ever have to import pork from other countries—and we are doing that very thing now. Our imports of pork last year amounted to more than 58,000,000 lbs.

When I suggest lower costs I am not referring to wages. True, the wage rates in this country are high, but other basic industries, all of which pay high wages, have found it possible to compete in the foreign field at a profit. What the industrialists can do the farmers can do. In fact they are already making progress in the right direction. They have increased their production of grains and feed crops and they are going to be able to fatten livestock at a lower cost per pound of meat than was the case last year. *Therein lies the real answer to the farm problem—cost reduction.*

(Continued on page 27.)

ARGENTINE Producers Go Into the PACKING BUSINESS

UNDER a decree issued on June 26 the Argentine government has authorized and will subsidize the establishment of a nationwide, producer-owned meat packing and marketing organization.

This is known as the Corporacion Argentina de Productores de Carnes. Its purpose is to improve the marketing of livestock and meat products within the country, but it is reported that its products also will be exported. A part of the plan is the establishment of a modern livestock and meat inspection system under government supervision.

The new organization, to be owned exclusively by livestock producers, is authorized to purchase, build and operate stockyards, construct and operate refrigeration facilities and put into practice such measures as will improve the present mechanism for marketing fresh meats in Argentina.

Will Build Plants

While the new decree anticipates purchase by livestock producers of the large

Liniers stockyards at Buenos Aires, now under municipal management, as well as many privately owned stockyards in cities and towns throughout the country, the main emphasis is placed upon acquisition, construction and operation of producer-owned meat plants and cold-storage facilities, development of a unified meat-inspection service and improvement in distribution of livestock products in the interior of the country.

At present there is practically no movement of fresh meats from large packing plants in coastal cities to interior markets, largely because of lack of cold-storage facilities. As a result, interior markets are unable to obtain meat products of the quality, variety or hygienic condition desired.

The Argentine Meat Board is authorized by the law to allocate funds to the new meat-marketing agency from revenues secured by an assessment of 1 per cent on all sales of livestock in central markets and to give the company every assistance in developing an efficient system for nationwide distribution of fresh meats.

*From a speech made by Mr. Cabell before the annual convention of the National Association of Retail Meat Dealers, Cincinnati, O.

CALFSKIN Damage

Where Packer Loses Money By Careless Take-Off

CALFSKIN tanners have been showing much concern recently over the increasing number of damaged calfskins being received. This damage is on the hair side, and obviously is caused by sharp-toothed curry combs used to clean skins of dirt and manure, as required by B. A. I. regulations, before animals are dressed.

These combs, while very effective for cleaning the skins, penetrate the grain and cause deep scratches, resulting in damage to leather value of the skins so great in many instances as to amount to more than the value of the raw material, in the opinion of the Calfskin Tanners' Association.

Costs Packers Good Money

Value of a calfskin—as of a hide—depends entirely on its value in finished leather. Packers use the greatest care in removing hides to prevent cuts, scores and other damage because they know it is to their financial advantage to do so.

While much of this damage to calfskins may not originate in the well-operated meat packing plant, it is believed that losses can be reduced only by calling the attention of all packers slaughtering calves to the situation, and urging them to use their best efforts to prevent currycomb damage.

A letter on this subject was recently sent to proprietors and operators of official establishments and to inspectors by A. W. Miller, acting chief of the U. S. Bureau of Animal Industry.

B. A. I. Ruling

"Word has come to the Bureau," this letter says, "that considerable damage to calfskins is occurring at inspected establishments due, it is alleged, to use of sharp-toothed curry combs during cleaning of the skins of calf carcasses to be dressed with the skins on. Some skins are said to be scratched and scored to an extent that they are of little value for preparation of leather.

"While the Bureau favors the practice followed at some establishments of removing the skins from calves at the time of slaughter, and thus rendering unnecessary the cleaning of the skins, the establishments still have the option, under the regulations, of washing and cleaning the skins and dressing the calves with skins on.

"In the event the latter method is followed, care should be taken to prevent



CALFSKIN DAMAGED BY SHARP CURRYCOMB

Damage of this nature to calfskins is increasing, calfskin tanners say. It can be prevented by using currycombs that do not cut or scratch.

injury to the skins during process of cleaning unskinned carcasses by hand or by mechanical means. Sharp-toothed currycombs and similar scratchy implements or devices should be avoided, if possible, in freeing skins from dirt and dried-on manure. Blunt-toothed and round-toothed currycombs and devices are said to be successfully used in cleaning calves without damage to the skins.

An Economic Loss

"To damage good skins in preparing carcasses of animals for inspection is an economic loss that may be even reflected back to the calf raisers. Also, skins and hides are imported to meet tanning needs, and this is another reason why skins of domestic calves should not be injured at the time of slaughter by use of sharp or scratch-producing implements or devices."

A type of currycomb said to be very effective for cleaning calfskins—and not likely to cause damage to the grain, no matter how vigorously it may be used—contains no teeth, but rather a series of parallel fluted metal strips. Another type of comb suggested as suitable and efficient is made entirely of rubber. It has three parallel rows of teeth stiff enough to effectively remove softened dirt, but flexible enough to prevent damage to the skin.

Damage-proof Combs

It is suggested that combs of these types, or some other so constructed that damage to the skin is impossible, be

substituted in slaughtering plants where sharp-toothed type of combs are now being used.

Practical Suggestions

"The most effective detail in cleaning calfskins when skins are left on the carcass," says one packer, who reports he never has had any complaints of damaged skins, "is to thoroughly soak the skins before combing to completely soften all dirt and manure. Use plenty of water at a temperature of 90 to 100 degs. Fahr. during this operation and work with a blunt-edged curry comb."

Preventing damage to calfskins during cleaning is not a serious problem for the packer to solve. At most it involves a very small investment for damage-proof currycombs, and an insistence that workmen use the same degree of care required in the handling of all other valuable packinghouse products.

Certainly, a little more attention to this detail will pay good dividends in better prices received for skins.

MORE MEAT, BETTER SLICES

Beste Provision Co., Wilmington, Del., is making an attractive smoked ham stuffed in a Sylphcase K container. The aitch bone is removed from the ham, so that it is possible to shape it to get a greater number of consumer cuts. This type ham has proved highly satisfactory to both retailer and consumer.

Modern Packaging in SYLPHCASE K Casings Counts

(Reg. U. S. Pat. Off.)



You sausage manufacturers are constantly on the alert for ways and means to add to sales and corresponding profits in sausage. ¶ You can't afford not to use **SYLPHCASE K Casings** for your Sausage products and Prepared Meats. ¶ When printed attractively with your brand or name, every sausage carries your advertisement to the retailer and the consumer. ¶ You can't go wrong when you use **SYLPHCASE K Casings**. If you are not now using them, ask for samples and details.

SYLPHCASE K Casings Are Strictly Kosher

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Offices and Warehouses in Principal Cities
CANADA
Victoria Paper and Twine Co., Ltd.
Toronto and Montreal

PROCESSING POINTS for the trade

Cased Smoked Shoulder

Can a pork shoulder be packaged in an artificial casing and then smoked in the same manner as a ham? A Midwestern packer writes:

Editor THE NATIONAL PROVISIONER:

Is it possible to bone a pork shoulder and stuff it in an artificial casing and then smoke it? We should appreciate some information on such a method of handling.

Whole pork shoulders can be boned out, stuffed in artificial casings and smoked. This is a good way to dispose of extra shoulders and such a specialty should bring a good price. Shoulders sometimes move slowly and any method of handling which opens new outlets and brings a greater margin is of value to the packer.

After the shoulder has been cut off the carcass, trim and fat in usual manner. The shank should be cut off and shoulder cured in the regular way. After the shoulder is fully cured, wash and soak about 15 minutes to the pound. Bone shoulder carefully so that bones come out clean.

Place boned shoulders on a screen with cut side down and drain overnight in a cooler at 38 to 40 degs. Make up the following dry gelatin mixture next morning before stuffing:

- 1 oz. salt
- 1 lb. gelatin

Sprinkle this mixture into cavities left by boning in order to insure binding. A few stitches may be used to draw open ends together. This will result in a neater and more solid product.

String shoulder in usual manner, using a loop of 3-ply No. 6 India hemp twine. This hanger will carry the whole weight of the shoulder during all phases of processing. Before stuffing (shank end first) in a 4½-x 20- to 28-in. artificial casing, dip shank end with hanger into eight to one warm gelatin solution. This will permit shoulder to pass freely into casing. It is advisable to mix 4 oz. of salt with each gallon of gelatin.

After shoulder is in casing tie butt end and work out air. Tie casing around hanger at shank and dip stuffed product in hot water to rinse off. Wipe dry and hang in smokehouse.

Start smoking with a cool smoke and raise temperature slowly over an 18 to 20 hour period until last hour, when temperature should be brought up to 155 to 160 degs. When shoulder has desired color and firmness it is removed from smokehouse and held at room temperature until cool, or about 3 hours, and is then dipped in water at 170 degs. F. to plump it. Wipe off casing. Since dipping softens casing, the product

should be allowed to hang for at least another hour. Product is ready for shipment when casing is fully dry.

It is important that shoulders used be properly cured. Smokehouse temperatures should never be reduced while shoulders are being smoked.

GRINDING SAUSAGE MEAT

Binding quality in sausage meat may be lost if trimmings are put directly through a fine plate without a first coarse grinding to reduce size. An Eastern sausage manufacturer writes:

Editor THE NATIONAL PROVISIONER:

We recently bought a new grinder with a 30 h.p. motor. Our old grinder had only a 10 h.p. motor. We always did grind our meat through the ¾-in. plate and then through the ½-in. plate with satisfactory results. Since our new grinder has increased power, we have discontinued running the meat through the coarse plate and run it directly through the ¾-in. plate to save time. We are having a lot of trouble with our finished product. It does not absorb and hold the desired amount of added moisture. The color fades and the product is dry and short. Can you suggest the cause of this trouble?

The inquirer's difficulty will probably be eliminated if he always cuts the large trimmings first through a ¾-in. or ½-in. plate and then through the ¾-in. or smaller plate.

The enormous pressure of the feed worm brings the large pieces of meat to the plate faster than a fine hole plate can take care of them. Friction and

pressure will heat the meat and destroy its binding qualities. After the trimmings have been reduced in size by grinding through a coarse plate the feeding pressure of the worm is reduced and meat will flow freely through small hole plate without squashing or heating.

Knives and plates should always be sharp and in first class condition. Never use crushed ice in the grinder. Ice should be added to meat in the silent cutter or mixer. Grinder plates should be cleaned daily to prevent accumulation of rust on the walls of the holes in the plate. Such rust will retard the flow of meat and cause heating.

Instructions in leaflet form on "How To Take Care of a Grinder" may be had on application to THE NATIONAL PROVISIONER, accompanied by 10c in stamps.

HIDE HAIR SLIPS

Hair-slipped hides fall into No. 2 grade with a consequent loss in value. A small Western packer wants to know the cause of hair slips. He writes:

Editor THE NATIONAL PROVISIONER:

Can you advise us as to the cause of hair slips on hides?

Hair slips develop at spots where the hide fails to cure and are the result of bacterial action which loosens the hair, usually in patches. In order to stop hair slips it is necessary to see that there are no places on the hide which are not in contact with ample salt for curing.

Water dropping on hides and diluting the brine or washing it away will cause hair slips. Leakage of water from ceilings or side walls and drip from water pipes or refrigeration coils results in damage to many hides.

Hair slips may also develop if hides are improperly salted. In the case of untrimmed hides, hair slips on one hide are sometimes caused by poor salting of the ears on the hide just below it. For this reason the ears should be covered with extra salt to minimize the danger. Hides added to a pack should not be dragged across those already salted since this disturbs the salt on the ones underneath.

WASTING SCRAP LARD

Is the scrap lard being removed from aitch bone, flanks and briskets of your hogs? Have your killing foreman read "PORK PACKING." The National Provisioner's pork plant handbook.

Dry Salami

Good dry salami is in demand throughout the year. Many packers and sausage makers include it in their regular lines.

A successful formula and complete directions for manufacturing such salami has appeared in THE NATIONAL PROVISIONER. Clear instructions are given for preparing casings, handling, grinding, spreading, mixing and stuffing, and drying the finished sausage.

Reprint of this formula may be had by filling out and mailing this coupon with 10c stamp.

THE NATIONAL PROVISIONER,
407 So. Dearborn St., Chicago, Ill.

Please send me information on dry salami.

Name.....

Street.....

City..... State.....

(Enclosed find 10c in stamps.)

THE BEAUTY IS *More* THAN "TIN-DEEP"



You pack a quality product. Successful products have to be good. All the more reason, then, for making certain that the "face" of your product reflects that quality...and success. A thousand and one kinds of products are now speeding sales in beautifully lithographed Canco containers. They hold a profit story for you.

PRaised BY EVERYONE

Customers, along with competitors, complimented the packer on the attractiveness of this oyster container. Cool and inviting in green and frosty-silver lithography, it is a definite asset to the product by its expression of quality and freshness. Result? Increasing sales!



THIS PAIL HAS STYLE PLUS CONVENIENCE!

This 5-gallon malt syrup container, handsomely lithographed in natural wood finish to resemble an oaken keg, has additional noteworthy features . . . a "tamper-proof" closing rim, convenient pouring spout that is locked shut until the seal is broken, comfortable hand-grip for carrying.

SMART PROTECTION IN MODERN DRESS!



Moisture proof! More compact! More eye-appeal! More selling-power! Just a few of the advantages this colorful container has over the former package. Canco can design a container for you that will possess all these advantages and more. Write today for facts and economical costs.



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104 SOUTH MICHIGAN AVENUE, CHICAGO

111 SUTTER STREET, SAN FRANCISCO

WORLD'S LARGEST MANUFACTURER OF METAL AND FIBRE CONTAINERS

PACKAGING TRENDS

(Continued from page 15.)

costing him 23c lb., for example, is \$9.70 per cwt., he can buy the ham in the new package at 8c or 9c a pound more and make a margin of \$17.50 per cwt. These figures are easy for any dealer to understand, and they are a powerful selling argument.

AUGUST MEAT REVIEW

Declines ranging from 6 to 24 per cent in the wholesale prices of most fresh pork products featured the livestock and meat trade during August, according to a review of the situation by the Institute of American Meat Packers. Notable declines in the wholesale prices of other classes of meat also occurred during the month. Some grades of beef, particularly the less finished grades, declined from 10 to 18 per cent. Lamb prices declined from 11 to 14 per cent; veal also was somewhat lower at the end of August than at the beginning.

Most classes and grades of live stock also dropped during August. At the end of the month hog prices were about 12 per cent lower than at the opening and lamb prices about 5 per cent lower. Although prices of highly finished cattle were higher, other grades were from 2 to 12 per cent lower. Little change occurred in the market price of vealers and calves, except for a slight upturn toward the end of the month.

Estimated production of meat and lard during August was considerably less than a year ago. Veal and lamb production was greater but this increase was insufficient to offset the reduced amount of beef and pork produced. Pork production was over 40 per cent lower than the average for the period. Lard production was over a third smaller than a year ago.

Although consumer purchasing power, as measured by the index of factory payrolls issued by the Bureau of Labor Statistics for July, the latest month available, was 2 per cent lower than that of the previous month, it was about 26 per cent greater than a year ago.

Sale of American pork products in foreign markets continued to improve somewhat and on the whole was considerably better than a year ago. Realizations were only slightly below parity with the domestic market. In some instances, especially in the case of lard, they were almost in line with prices in this country.

CANADIAN MEAT CONSUMPTION

Canadians consumed 152.52 lbs. of meat and poultry in 1936, of which 60.34 lbs. was beef, 5.93 lbs. lamb and mutton, 67.83 lbs. pork and 18.42 lbs. poultry.

BILLIONS FOR FARM AID

Expenditures for farm aid in the past four years have exceeded \$3,000,000,000, according to the Department of Agriculture. In addition there has been made available for expenditures and loans during the current year \$830,000,000, more than half of which will be used in AAA benefit payments. The department points out, however, that these expenditures were offset in part by \$1,000,000,000 in processing taxes collected under the old AAA.

Principal expenditures for farm aid were made through the AAA, the amount to June 30, 1937, totaling \$2,270,848,510. Benefit payments for the current year will total another \$450,000,000. Next largest expenditure was made by the resettlement administration, which estimated it had spent \$404,000,000 for farm aid and submarginal land purchases. The Commodity Surplus Corporation has purchased \$267,959,266 worth of surplus farm commodities for distribution to those on relief. Included in this was \$140,000,000 worth of beef, \$43,245,000 worth of pork and \$27,034,000 of dairy products.

A A A CROP LOANS

Agricultural buying power in the South will be considerably increased by the decision of the federal government to stabilize cotton prices through loans of 9c per pound on cotton of given qualifications and to planters who agree to go along with the government in a program of production control. A loan of \$150,000,000 was negotiated by the Commodity Credit Corporation with the Reconstruction Finance Corporation in order to have ample funds with which to carry out the cotton stabilization plan. It is expected that similar plans will be applied to wheat, corn and possibly rice.

The farm production and farm price control program planned for submission to the next session of Congress is expected to be of vital importance to the food industries and to have a marked influence on food prices of all kinds throughout the country.

PATMAN ACT ATTACKED

Ambiguity in the Robinson Patman anti-discrimination act makes it impossible for a company to understand its responsibilities under it, according to a petition filed by Elizabeth Arden, Inc., in asking dismissal of Federal Trade Commission charges that it had violated the act. The firm also claimed that advertising allowances, demonstrator arrangements and "whatever discounts it has allowed" were all made in good faith to meet competition. While other respondents have protested the phraseology of the act, none have made so strong a claim of ambiguity as the company in question.

*Speed
up Sales*

SALESPACK IN

Genuine Safedge Tumblers



WITH
APPLIED *Color*
DESIGNS

Discover the magic of packing in Genuine Safedge Tumblers. Their smartness and re-use value do the trick. Sales jump immediately. Ideal for chipped beef, sandwich spreads, bacon, mayonnaise, Canadian bacon and many other products. Speed up sales now. Get in touch with Owens-Illinois Glass Company, Toledo, Ohio.

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Prepared foods
 REQUIRE ACCURATE
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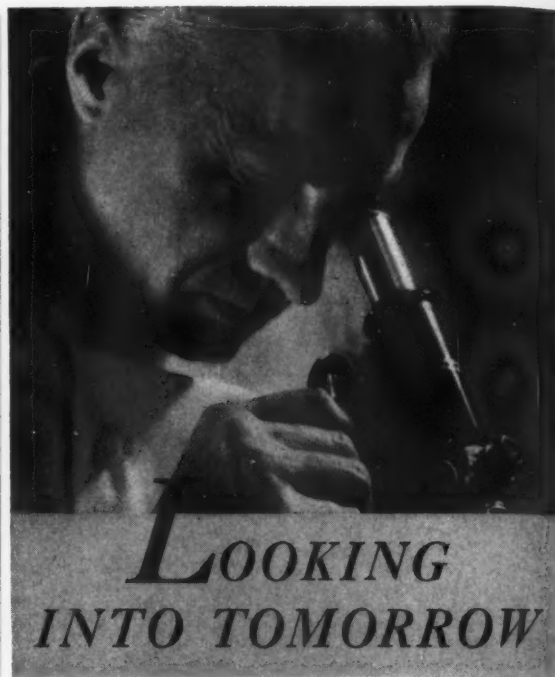
INDUSTRIAL THERMOMETERS

On washing, scalding, smoking, baking, refrigerating and in fact, every process in the Food and Meat Packing Industry requiring accurate temperature control...the use of Motoco Thermometers assures a better product and more efficient operation of equipment.

A post card or letter will bring you complete details of the Motoco line, together with recommendations for your requirements.

THE ELECTRIC AUTO-LITE COMPANY
 MOTO METER GAUGE & EQUIPMENT DIV.

CHRYSLER BUILDING - NEW YORK CITY, N. Y.



Crane research engineers are always testing ahead of industry's actual needs. It is the only way they can be sure of having valve materials and designs ready for the pressures, temperatures or corrosive problems expected tomorrow.

If you have a tough valve, fitting or piping problem, come to Crane. With the most extensive research laboratories in the business—the largest plant—the biggest line—Crane can supply what you want, if anybody can!

Most "new" valve problems can easily be solved by reference to your Crane No. 52 Catalog. Here are the answers to a host of questions that Crane has answered successfully for thousands of users. Here are the details regarding 38,000 items, tested in the laboratory and proved on the job. Use it whenever you need valves, fittings, pipe or accessories. Cranequip for satisfaction.

SEE PAGES 420-421 YOUR CRANE No. 52 CATALOG

● You will find interesting details regarding the Crane 18-8 line of sanitary valves and fittings on pages 420 and 421 of your Crane No. 52 Catalog. These are the fittings to use when you wish to avoid contamination, discoloration and corrosive action in a great many process lines. If you are having trouble in some spot, find out if this line of sanitary Cranequip can serve you.

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 Branches and Sales Offices in One Hundred and Sixty Cities
 VALVES, FITTINGS, FABRICATED PIPE, PUMPS, HEATING AND PLUMBING MATERIAL

CUTS Fuel Costs

(Continued from page 12.)

All coal and ashes are handled mechanically with Jeffery equipment. Fuel is elevated to a covered bunker with a capacity of 100 tons in front of the boilers, from which it is spouted to stoker hoppers. A record is kept of each batch of coal put into hopper and of the quantity of steam generated. With cost of producing steam known, it is a simple matter to figure accurately cost per 1,000 lbs. of steam. Ashes are handled mechanically to a bin from which they are spouted directly into trucks.

Boiler Efficiency

Using coal containing less than 10,000 B.t.u. per pound, production of these new boilers has been better than 7.5 lbs. of steam per pound of coal burned. This good showing, in spite of a light demand for steam—due to reduced slaughters during a period of livestock shortage—may be credited to high efficiency of boilers, and particularly to close regulation maintained by automatic boiler controls. All boiler feed water is softened in a Cochran hot system.

Smoot controls, manufactured by the Republic Flow Meters Co., automatically regulate rate and amount of fuel required to maintain steam production to meet the demand. Included among the boiler auxiliaries are Reliance water level gauges and Copes feed water regulators.

Republic meters are installed to indicate or record—or both—boiler horse power, temperatures, steam flow, pressures and percentage of CO₂ in the flue gases.

Flow Meters calibrated to indicate boiler horse power are mounted on the boiler fronts. One of these is shown in the accompanying illustration of the boiler. At the time the photograph was made, it will be noted, boiler output was slightly over 600 h.p. The other Republic instruments are mounted on two panel boards, one for each boiler, in the boiler room. These panels are also shown in an accompanying illustration.

Measuring Steam

Above the panels is a steam pressure recorder. The two 10-unit draft gauges are placed near top of each panel. These indicate draft under grates, over fire, in breeching, etc. Other instruments in the panels include one feed water temperature recorder, two combination steam flow and flue gas temperature recorders, one steam pressure and temperature recorder, two steam flow integrators and the adjustments for the automatic controls.

Steam flow meters are also installed to measure quantity of steam delivered to the engine room and to the fertilizer and hog killing departments. Plans have been made to place similar flow

meters in steam lines leading to all the other departments of the plant in order to determine accurately the cost of steam required for processing operations.

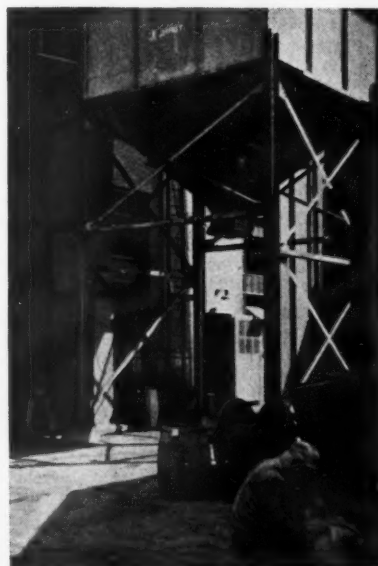
The packer unfamiliar with the theory and practice of steam generation, and accustomed to seeing his boiler room operated on the information supplied by a water gauge and a steam gauge, may be at a loss to understand the need, in connection with modern steam generators, of what seems to him to be a large number of gauges.

Need for Accurate Records

This is a subject that will be discussed in detail in future issues of THE NATIONAL PROVISIONER. Briefly, packers are installing these instruments because they furnish information vital to efficient boiler operation, and because they are not only necessary for a correct evaluation of equipment and methods, but also for accurate record keeping and cost accounting.

"The most important factor in industrial management today is accurate knowledge and control of the cost of each unit of operation," says one authority. "The successful operator of any plant is dependent upon the efficient and economical operation of each department, both individually and collectively. Economies in any one production phase of operation are not sufficient to assure profitable operation of the plant. Flow of materials, distribution of power and activities of each department must be coordinated if waste is to be eliminated and production costs limited."

How meters are used in aiding to bring about these conditions was de-



HANDLING ASHES

Coal and ashes are handled mechanically in the Krey plant, ashes being dumped directly from hopper into trucks. Ash conveyor is shown alongside hopper.

scribed in the June 12 and July 10 issues of THE NATIONAL PROVISIONER, and this subject will be discussed further in later issues.

Keen and growing competition is increasing demands on packinghouse management to a point where there is no longer any leeway for basing important decisions on guesswork or half-facts. A boiler room which is out of step with other departments—which rates low in efficiency—is a drag on progress that seldom can be afforded. Indicating and recording instruments not only provide operating checks but make improvements in conditions possible by making all conditions known.

Use of Steam and Power

At the present time about 50 per cent of the power used in the Krey plant is generated by two Skinner uniflow engines driving 150 kw. generators. Remainder of the power required is purchased from the local power company. Steam is also required to operate two 75-ton and one 300-ton ice machines. Steam exhausted from all of these engines at 5 lbs. pressure is used for smokehouse and building heating, cooking, etc. Some modernization work has been done in the engine room, including installation of four Frick ammonia condensers and a 400-gallon per minute cooling tower; more is planned.

An unusual condition exists in the Krey plant, where processing and heating steam demand is much less than that exhausted from engines operating generators and ice machines. There is a considerable waste of heat, therefore, in the steam exhausted to the atmosphere. This problem is being studied, and ways and means undoubtedly will be devised to reduce this loss. In these investigations flow meters will play a necessary and important part.

All improvements made in the boiler and engine rooms have been planned as steps in a pre-conceived plan for a modern power plant in which the steam and power cost will be much lower than under the present set-up.

MEAT INSPECTION CHANGES

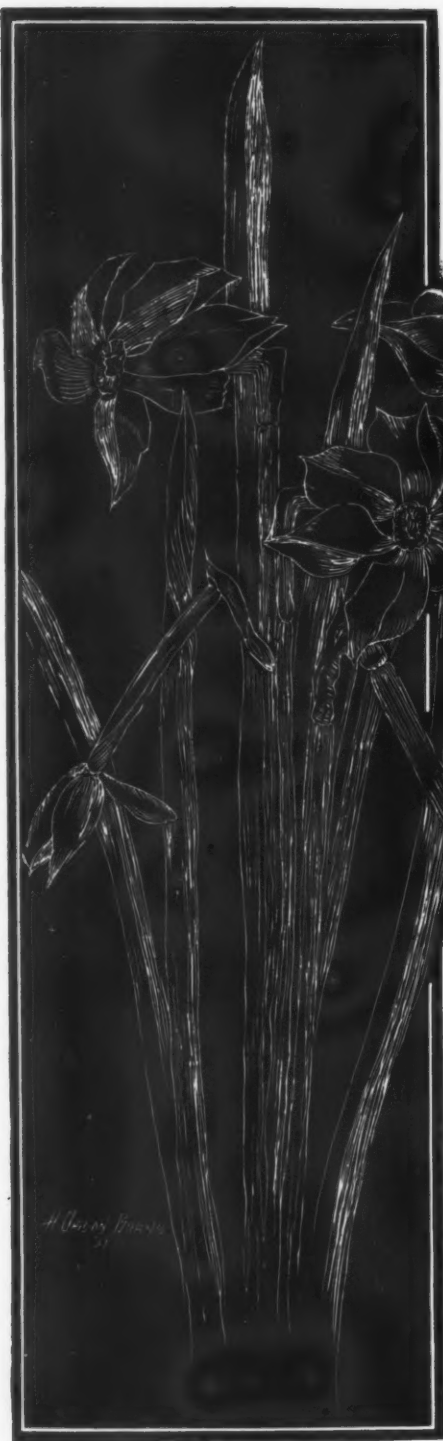
Recent changes in federal meat inspection are reported as follows:

Meat Inspection Granted.—Mandarin Food Products, Inc., Los Angeles, Calif.; Standard Foods, Inc., Louisville, Ky.

Meat Inspection Extended.—Hebrew National Kosher Sausage Co., Inc., New York, to include Hebrew National Kosher Sausage Factory, Inc.

Meat Inspection Withdrawn.—Armour and Company, Bayonne, N. J.; Swift & Company, Portland, Me., and Inland Meat Co., Ltd., Lewiston, Ida.

Change of Name.—Hygrade Food Products Corp., Ottawa, Ill., instead of Ottawa Packing Corp.; Auth Sausage Co., Washington, D. C., instead of A. D. Loffler, Jr.; National Beef & Provision, Inc., Washington, D. C., instead of People's Sausage Co., Inc.



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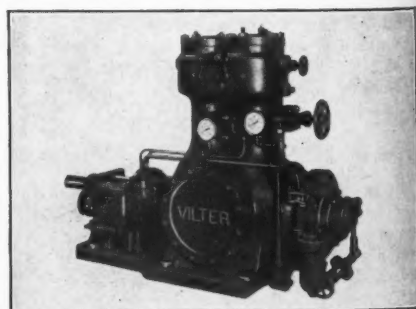
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Milwaukee - Wisconsin

REFRIGERATION and Air Conditioning

COOLING With Water

How Various Packers Saved on Refrigeration Cost

WHEN excavating for a Southern meat packing plant a few years ago a spring with a considerable flow was discovered. Instead of blocking off the flow of this water, a cistern was built into which the spring was drained. A motor-driven pump was later installed and equipped with automatic devices. When the water in the cistern is within a short distance of the top the pump starts. It is shut down when about two-thirds of the supply has been withdrawn.

This water has a uniform temperature of about 58 degs. F. In addition to going into the plant's general water supply, it cools the office.

The hook-up is simple, suspended type unit coolers being installed in the various rooms through the coils of which this cold water is circulated. In winter

steam will be used in these coils to heat the space. Automatic controls are provided to maintain a constant room temperature at all seasons.

Well Water for Cooling

Many meat packing plants secure their water from deep wells. Frequently the temperature of the water from such wells is low enough to make the water suitable for cooling offices and work rooms. Cost of cooling under such circumstances is very reasonable, as the water, after passing through cooling coils, may be used for any plant purpose.

When offices are located close to coolers, and when refrigerating capacity of cooler permits, office cooling may be done with cold air extracted from the refrigerated space. In one small plant the office is cooled by a duct from the sales cooler, the cold air being forced through the duct by a 10-in. desk fan. Dampers in the duct make it possible to control the amount of air introduced into the rooms and, therefore, the temperature.

The objection to this plan of office cooling is that cooler odors are carried into the offices.

Use of Unit Coolers

In the plant of the East Tennessee Packing Co., Knoxville, Tenn., a dry coil unit cooler, from which ducts lead to the general and private office rooms, is used for cooling. This has operated very satisfactorily and keeps the offices comfortable regardless of high outside temperature. If a spray unit is used for office cooling, clear water instead of brine may be used for the sprays.

Tests made at various times have shown that clear water may also replace brine in locations where rather low temperatures are required for chilling and cooling.

Clear Water vs. Brine

In a large Chicago plant several years ago rather lengthy experiments were made with clear water instead of brine in the spray units refrigerating the hog chill room.

Although the hogs were chilled in a surprisingly short time with spray water at 33 degs. F., and worth-while economies were indicated, the policy of using clear water was not adopted because of the possibility of control equipment get-

ting out of order and the water freezing, shutting off refrigeration.

Results of refrigerating with clear water in the cattle chill room of an Eastern meat packing plant also gave very satisfactory results. Here also the possibility of water freezing was a risk the packer did not care to take, and he is continuing to use brine in his unit coolers, despite the saving he could make by using clear water.

Used Water from Spring

A Kentucky packer, located near a quarry abandoned because of the expense of keeping it free of water from numerous springs, acquired the property and now uses the water from it for cooling. The water is returned to the quarry after cooling the ammonia. Despite this, however, the water is always cool enough for efficient condensor operation.

This packer has no well, and uses city water for all other plant uses. In addition to materially reducing his water bill by using quarry water for his condensers, he has saved the expense of operating a cooling tower or spray pond.

REFRIGERATION NOTES

Kraft-Phenix Cheese Corp. plans to erect distributing unit with refrigerated storage at Miami, Fla.

O. L. Chivers Wholesale Produce Co., Dublin, Ga., has installed cold storage plant.

Columbus Ice Plant, Columbus, Kans., has added cold storage locker service.

North American Creameries, Inc., Fergus Falls, Minn., will add a refrigerated locker system.

Electric Ice Co. has installed a cold storage locker plant at Pawhuska, Okla.

John Larrabee is installing a cold storage plant at Pateros, Wash.

C. A. Slonsker & Son, Douglas, Wyo., has added 96 lockers to cold storage unit.

H. W. Butler & Bros., Winchester, Va., will replace cold storage unit destroyed in recent fire.

TEMPERATURES FOR CURING

Proper temperatures are important for best curing results. "PORK PACKING," The National Provisioner's test book for packers, tells just what temperatures should be used in the curing cellar.

CHILLING WITH WATER

Beef coolers of Chester Packing Co., Chester, Pa., where clear water is used instead of brine.



Among the scores of nationally known producers of frozen foods who use Frick Refrigeration, we are proud to mention the Commonwealth Ice and C. S. Co., Boston; Seabrook Farms, Bridgeton, N. J. (Illustrated); Wells, Ferris and Wade, Jacksonville; Marion T. Fanaly, Ponchatoula, La; American Service Co., Galveston; and the Northwest Ice and Cold Storage Co., Kent, Washington.

Frick Booster Ammonia Compressors like those here shown are making savings up to 34 per cent in horsepower, on low temperature work. For freezing meats, poultry and fish or for cooling beef, vegetables, fruit, dairy products or other perishable foods, you can pin your faith on Frick Refrigeration. Send for your copy of Ice and Frost Bulletin 516 today.



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TAG Dial Thermometer VISIBILITY has put an end to playing "blindman's bluff" with the cooking temperature in your Smoke-house. At fifteen feet, you can't miss its flash of correct temperature. If the guessing of hard-to-read curing temperatures is giving you a non-uniform product, you need these commanding instruments to replace your old style thermometers. Their low cost will surprise and please you. Ask for the facts, and your copy of the new 56 Page TAG Catalog No. 1060-7.

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PERISHABLE FREIGHT CASES

National Perishable Freight Committee announces a shippers' public hearing on September 15 at room 308, Union Station building, Chicago, commencing at 10 a. m., daylight saving time. Subjects to be covered are:

Minimum weight on shipments moving in individual cars; stated refrigeration charges on mixed carloads of fruits, vegetables and melons; heater charges from interstate points to Kansas versus Utah; transporting pre-iced cars billed "do not re-ice-ventilation"; transporting l.c.l. freight from points in United States to Canada; shippers' instructions—waybill notations; one re-icing in transit on shipments of vegetables originating in Louisiana; top icing vegetables; one re-icing in transit on shipments of vegetables originating in New York state.

MEAT PROBLEMS

(Continued from page 16.)

Increasing consumption of meat is another of our problems. Throughout the years we have been successful in marketing as much meat as has been produced. This in itself is a remarkable accomplishment. We never hear of meat being dumped into the river or buried on the prairies because it cannot be distributed among consumers. We do hear of those things happening in the case of some other products. I am afraid our success in this regard has kept us from seeing the broader picture.

Our job as an industry is not merely to market what is produced; *our job is to produce and market as much meat as the nation needs to maintain its health and strength.* Scientists in the employ of the United States government assert that a very large portion of our people are undernourished—that they do not regularly have proper foods in sufficient quantity. Other scientists in the employ of the government and various institutions of learning have established the fact that meat is man's best food, that it is best able to supply the proteins, fats, minerals and vitamins essential to life. It follows that if all our people are to have an adequate supply of food the consumption of meat must be greatly increased.

Think what that would mean to our business! Few packers, or retailers either, for that matter, are operating at capacity. In many cases we could handle twice our present tonnage without greatly increasing our equipment or enlarging our premises. We might have to employ more men; that would be a favorable situation.

Certainly it would be to our best interests to do everything in our power to increase the per capita consumption of meat and to do everything else in our power to raise the general standard of living.

The third, and in my opinion, the greatest problem confronting our industry has to do with the development and promotion of good will. On the

balance sheet of every business definite values are assigned to properties such as land, buildings, machinery, securities, patents and other tangible assets, but only occasionally is any value assigned to good will. Yet there can be no question that it has a real value and that it is a potent factor, not only in the successful conduct of business but also in the degree of satisfaction that we get out of our work.

Fair dealing is probably the principal ingredient in good will. As far back as I can remember I have heard people say that "business is a hard game; to be successful one must be sharp and ruthless and quick to take advantage." A long experience in the business world convinces me that this is not true. Business is not by nature a poker game where the success of one player means a loss to another. The profit of business comes from services well rendered. Ninety-five percent of all the men who prosper through their work do so without injury to their fellow men.

The various elements in the meat business frequently let selfishness blind them to the fact that in the final analysis their interests are mutual—that no single one of them can prosper at the expense of the others and that they must prosper together or not at all.

What Is Best for All

Study leads to the conclusion that the situation which is best for the producer, the retailer and the packer is to have prices high enough to afford profits for the producers and low enough to permit maximum consumption. This level of prices can only be reached and maintained by the unrestricted working of the law of supply and demand.

Bickerings among producers, packers' and retailers' demands for restrictive legislation, and failure to cooperate—all these things merely cause ill will, without bringing about any improvement whatever. Farmers, packers and retailers are all in the same boat. No one of them can prosper at the expense of the others. And furthermore, if any one of the three is unable to prosper while working efficiently the other two will suffer along with him.

We who are in the meat business should ask, and work diligently to get prices for our products commensurate with the cost of producing and distributing. We must recognize existing conditions and do our best to maintain our trade. No good purpose will be served by adding to the confusion and condemning anyone as responsible for a situation beyond control. Such procedure, instead of being constructive is liable to do definite injury to your interests.

Working together, constructively and cooperatively we will be able to earn a fair measure of return on our investments and on our efforts. Nature in time will cure the problem growing out of short supplies and by doing our work efficiently our industry can hold its place and improve our opportunity to prosper as we go along and to get pleasure out of doing our jobs well.

FINANCIAL NOTES

Procter & Gamble anticipate declines in earnings during the current half year, attributed to declining prices of various oils, unless increased sales can offset these losses.

Chickasha Cotton Oil Co. reports a net loss of \$25,359 for the fiscal year ended June 30, 1937, compared with a profit of \$128,196 in the preceding year.

CHAIN STORE NOTES

Kroger Grocery & Baking Co. was acquitted of a charge of violation of the unfair practices act of Arkansas on the contention that a low price was offered in the hope of regaining business lost through picketing during a labor strike. There was denial of the charge that the low price was offered to destroy competition.

Sales of Jewel Tea Co. for the four weeks ended August 14 showed an increase of 11.1 per cent over those of the like period a year ago and totaled \$1,727,631. In the 32 weeks ended August 14 sales totaled \$14,069,925, an increase of 14.9 per cent over the 1936 period.

National Tea Co. sales for four weeks ended July 17 totaled \$4,631,958, a gain of 2.8 per cent over volume in the like period last year. Sales for the first 28 weeks of 1937 totaled \$34,405,965, a gain of 5.4 per cent over volume of \$32,635,176 in the like period last year.

PACKER AND FOOD STOCKS

Price ranges of listed stock, September 1, 1937, or nearest previous date, compared with a week ago.

	Sales.	High.	Low.	—Close—
	Week Ended.	Sept. 1.	—Sept. 1—	Sept. 1.
Amal. Leather.	1,000	5	4%	4%
Do. Pfd.	100	38 1/2	38 1/2	38 1/2
Amer. H. & L.	2,100	6%	6%	6%
Do. Pfd.	100	42	42	42
Amer. Stores.	1,500	15	15	15
Armour Ill.	21,700	11 1/2	11 1/2	11 1/2
Do. Pr. Pfd.	900	89 1/2	89 1/2	89 1/2
Do. Pfd.	200	103 1/2	103 1/2	103 1/2
Do. Del. Pfd.	700	108 1/2	108 1/2	108 1/2
Beechnut Pack.	100	112	112	112
Bohach, H. C.	100	5 1/2	5 1/2	5 1/2
Do. Pfd.	100	30	30	30
Chick. Co. Oil.	1,200	18	17 1/2	17 1/2
Childs Co.	2,800	9 1/4	9	9
Cudahy Pack.	100	38 1/2	38 1/2	38 1/2
First Nat. Strs.	1,200	40 1/2	40 1/2	40 1/2
Gen. Foods	6,400	35 1/2	35	35 1/2
Gobel Co.	2,000	4 1/4	4	4 1/4
Gr. A. & P. 1st Pfd.	100	122 1/2	122 1/2	122 1/2
Do. New	1,400	84	83 1/2	84
Hormel, G. A.	100	18	18	18
Hygrade Food.	1,000	3 1/2	3 1/2	3 1/2
Kroger G. & B.	2,300	20 1/2	20 1/2	20 1/2
Libby McNeill	2,600	12 1/2	11 1/2	11 1/2
Mickelberry Co.	450	2 1/2	2 1/2	2 1/2
M. & H. Pfd.	70	8 1/2	8 1/2	8 1/2
Morrell & Co.	100	32 1/2	32 1/2	32 1/2
Nat. Tea	400	6 1/2	6 1/2	6 1/2
Proc. & Gamb.	2,600	59	58 1/2	59
Do. Pr. Pfd.	130	118	118	118
Rath Pack.	100	20	20	20
Safeway Strs.	1,300	33 1/2	33 1/2	33 1/2
Do. 5% Pfd.	30	96	95 1/2	96
Do. 6% Pfd.	110	105 1/2	105 1/2	105 1/2
Do. 7% Pfd.	30	108 1/2	108 1/2	108 1/2
Stahl Meyer	100	3 1/2	3 1/2	3 1/2
Swift & Co.	5,150	23 1/2	23 1/2	23 1/2
Do. Intl.	2,300	31 1/2	31 1/2	31 1/2
Trans. Pork	800	9	9	9
U. S. Leather.	2,300	9 1/2	9 1/2	9 1/2
Do. A.	3,900	16 1/2	16	16 1/2
Do. Pr. Pfd.	300	106 1/2	106 1/2	106 1/2
Wesson Oil	800	40	40	40
Do. Pfd.	200	80 1/2	80 1/2	80 1/2
Wilson & Co.	8,100	9 1/4	9 1/4	9 1/4
Do. Pfd.	600	78	78	78



A SUPERIOR SUPER-FREEZER DOOR *built by*

The famous Hill Floating Panel Front; low conductivity, water-proofed, corkboard insulation; a 3" wide oil-impregnated gasket; heavy solid bronze, ball-bearing, butt-type hinges; a special self-acting, automatically tightening door fastener; and other Hill features all make this Super-Freezer a superior door in every respect.

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HILL PRODUCTS DIVISION
C. V. HILL & CO., INC., TRENTON, N. J.

Hill

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to cut the
MOST PROFIT
out of a hog

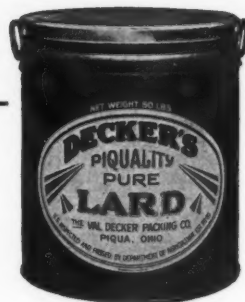
is a day-to-day problem that requires not only careful study of markets, but also full knowledge of how to find profits in a particular market situation. "PORK PACKING" contains many tests which will show whether you are cutting up the hog to yield the most profit. Filled from cover to cover with practical answers to pork packing problems, this 360-page volume will quickly repay you its cost many times over. Order your copy today.

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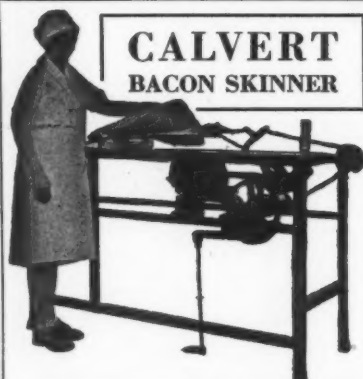


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HERE'S PROOF OF SAVINGS MADE!

The figures at the right are the result of actual tests made in a representative small plant. One girl with a CALVERT Bacon Skinner worked in competition with five good butchers. In four days, she more than equalled the entire weekly production of the five men, besides producing a far superior product, with less waste fat. If you slice 500 lbs. of bacon per week you need this machine to cut costs. Write!

DATA

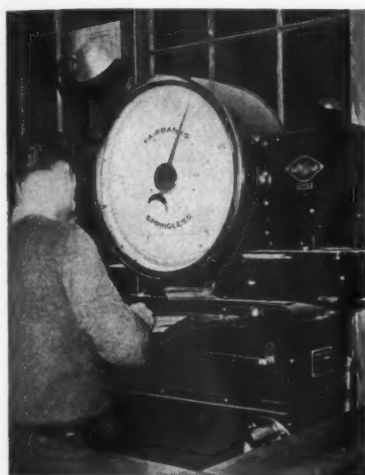
Salaries of 5 butchers (\$30 each)	\$150.00
Salary of girl (Four days)	\$12.00
Interest and depreciation on machine .....	.50
	12.50
WEEKLY SAVING	\$137.50
Savings alone pay for machine in less than three weeks!	

THE CALVERT MACHINE CO. 1606-08 Thames St.
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to new machinery, equipment and supplies

BETTER LIVESTOCK WEIGHING

Improved livestock weighing equipment at the St. Louis National Stockyards, St. Clair, Ill., is reported to be making worthwhile savings by eliminating errors and speeding up operations. When operators took readings at the top break of the old beam, overweights of as much as 10 lbs. were common. The new equipment gives absolutely accurate readings without chances for mistakes, it is said.



ELIMINATES ERRORS

New weighing equipment makes a worthwhile return in time saved and losses eliminated.

A C-17 dial and No. 12046 Printomatic are now being used with a Fairbanks type S motor truck scale which formerly was equipped with a type registering beam. Printomatic is equipped for combination and hand crank operation and has ticket slot in front. This new equipment is shown in the accompanying illustration.

GLASS TRUCK INSULATION

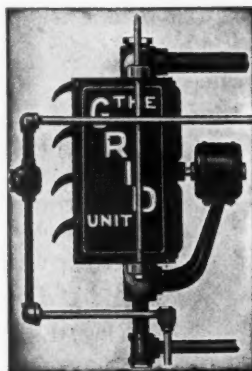
Fibrous glass is the latest insulating material to be offered for truck use. In blanket form it may be obtained in thicknesses from $\frac{1}{4}$ in. to 5 in., and in sizes up to 9 ft. by 50 ft., or longer if required. It may be faced on one or both sides with Sisalkraft, muslin, flameproof muslin or any specified material. In addition to the blankets, this insulation is available in plain bats, rolls and other usable forms.

Some of the advantages claimed for

this insulation are: Exceptionally high insulating efficiency; felting properties that permit its being quilted even without facings; light weight; resilient fibres that cause it to expand instead of settling under vibration; freedom from absorption of moisture or fumes, and low cost. It is an inorganic material, is fireproof and acid-resistant and does not deteriorate. It is manufactured by the Corning Glass Works, Corning, N. Y., and sold by the Armstrong Cork Products Co., Lancaster, Pa.

UNIT HEATER HUMIDIFIER

A humidifier to be attached either in front of a unit heater or directly behind the unit is announced by the Unit Heater & Cooler Co., Wausau, Wis. It is known as "Grid" humidifier. No air lines or extra piping are necessary to install it. The medium for humidifying purposes is immediately at hand in the unit heater. Operation of the humidifier is at temperatures higher than the room atmosphere, which causes quick and instantaneous absorption of the humidifying fluid or gas.



NEW "GRID" HUMIDIFIER.

Used with heater or as separate unit.

The "Grid" humidifier may be operated with the unit heater or as an individual unit, and even though the fan on the unit heater is shut down, the humidifying action of the device continues to function until such time as desired conditions are reached in the room, when the controls on the humidifier will shut it down. Installation of this humidifier with unit heaters makes possible their use in all kinds of manufacturing that requires variation in humidity conditions due to special processes or manufacturing conditions.

New Trade Literature

Indicating and Recording Temperature and Pressure Instruments (NL 412).—New 56-page book presents information in a clear, understandable way on latest company design developments. Complete data on indicating and recording controllers for temperature and pressure, recording thermometers, recording pressure gauges and dial indicating thermometers.—C. J. Tagliabue Mfg. Co.

Slip Ring Motors (NL 419).—Various types and sizes from 1 to 350 h.p. illustrated and described. Motors for any application for which a wound motor is suitable. Available in open, drip-proof, splash-proof, fully-enclosed and gear-head types for horizontal and vertical operation.—Century Electric Co.

Motorpump Condensate Return Units (NL 420).—New bulletin No. 1972-B illustrates and describes these units and shows many of their applications. Also contains information regarding sizes and capacities.—Ingersoll-Rand.

Boilers (NL 421).—Principle of controlled circulation as embodied in special design of fire tube boiler illustrated and described in 16-page catalog. This boiler differs from conventional horizontal fire tube boilers in that a special arrangement of tubes and baffles provides a very definite path of circulation, both downward and upward, thus avoiding inactive areas and improving both efficiency and capacity.—Combustion Engineering Co., Inc.

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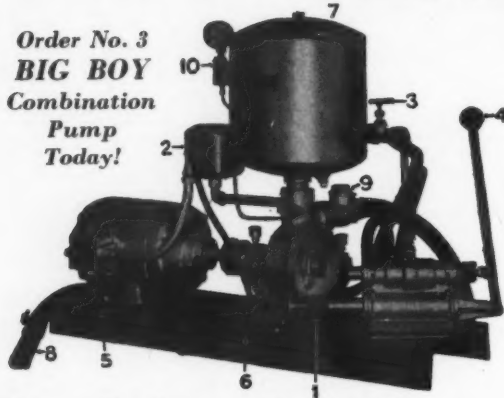
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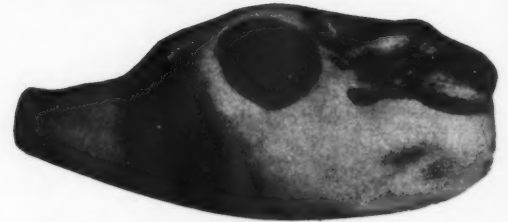
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PROVISIONS AND LARD

WEEKLY MARKET REVIEW

LIQUIDATION continued to press against the futures market for lard and hog products during the past week and prices declined to new low levels. The open interest in lard declined and at mid-week totaled 103,950,000 lbs. compared with 112,000,000 lbs. on the same day the previous week and the season's largest open interest of 181,000,000 lbs.

Prices fell to new low levels for the season under persistent commission house selling and transferring of September lard to futures. Declines to lows were especially marked in the nearby months. Packinghouse interests bought the nearbys and sold the later months in transferring hedges.

Cash Trade Satisfactory

Persistent selling pressure, together with somewhat larger hog receipts, offset rapidly decreasing lard stocks and reports of a satisfactory cash trade in lard and meats. During the week there was a little foreign interest in lard. While export sales were not large, some indicated that business in that direction was fair.

On Wednesday the first September lard delivery day, a total of 19,650,000 lbs. was delivered on contracts. It was believed that this would serve to bring additional sharp reductions in open trades.

Aside from packers' support on the declines, there was some new speculative demand and some commission house buying of lard futures against sales of cotton oil futures, especially the late positions. Some of the buying was lifting hedges against cash sales. The market did not display particular rallying power at any time.

Hog Receipts Larger

Receipts of hogs at Western packing points last week totaled 203,000 head compared with 177,000 the previous week and 246,000 the same week last year. Receipts of hogs at these points since March 1, have totaled 5,892,000 head, against 7,180,000 head for the same period in 1936.

The average price of hogs at Chicago at the outset of the week was \$11.05 against \$11.65 the previous week and \$10.25 a year ago. Top hogs at Chicago at mid-week were \$11.65 against \$12.65 the previous week.

The average weight of hogs at Chicago during the last week was 262 lbs. compared with 273 lbs. the previous week, 267 lbs. a year ago, and 260 lbs. two years ago.

Lard stocks at Chicago during the month of August decreased 19,259,885 lbs., or slightly in excess of expectations, to a total of 86,209,058 lbs. compared

with 65,345,143 lbs. the same time last year.

The corn-hog price ratio has been rising lately and now exceeds last year. For the week ended August 21 the ratio was 11.2 compared to 8.7 a year ago. The average is around 11.0. The ratio is a long range indicator of hog production.

PORK.—Demand was fair at New York and the market was steady. Mess was quoted at \$26.12½ per barrel and family at \$25.12½ per barrel.

LARD.—Demand was fairly good at New York but the market was weaker with prime western quoted at \$10.60 @ \$10.70; middle western, \$10.60 @ \$10.70; New York City in tierces, 10½c, tubs, 11½c; refined continent, 11½ @ 11½c; South America, 11½ @ 12c; Brazil kegs, 12 @ 12½c and compound in carlots at New York, 11½c, smaller lots, 11½c.

At Chicago, regular lard in round lots was quoted at 20c over September; loose lard, 45c over September and leaf lard, 32½c over September.

(See page 41 for later markets.)

BEEF.—Demand was fair at New York and the market was steady. Family was quoted at \$23.00 @ \$24.00 per barrel.

MARKET Trends

Cattle market at Chicago this week reached an \$18.50 top, 25c higher than previous week. This price was paid for a limited number of fancy heavy steers, light kinds topping at \$18.10. Grass steers sold up to \$13.25.

+ + +

Hog market at Chicago was \$2 per cwt. under recent high time, with closing top on Thursday of \$11.70.

+ + +

Federally-inspected hog slaughter at eight principal markets for week ended August 27 totaled 180,774 head, compared with 161,097 previous week and 200,182 a year earlier.

+ + +

Stocks of meats on hand at seven principal slaughtering centers on September 1 were 32 million pounds less than on August 1 and 20 million pounds less than on September 1, 1936.

+ + +

Total meat imports at New York for week ended August 27 were 1,718,087 lbs., of which 383,418 lbs. was canned hams and 73,074 lbs. canned picnics and shoulders.

LIGHT STORAGE STOCKS

Light storage stocks of meat on hand in the United States on September 1 are indicated by reports from 7 principal markets, which show a decline of 32,000,000 lbs. since August 1 and a supply which is 20,500,000 lbs. under that of a year ago. Pickled meats showed heaviest decline during August. Skinned hams is the only major item of which there was a larger supply available this year than last. Dry salt stocks are low, as are those of other cut meats.

While lard stocks at the principal markets showed a decline of 26,000,000 lbs. during August, the September 1 total is about 18,000,000 lbs. above the amount on hand at these points a year ago.

Prospects still point to a nice clean-up of stocks by the end of the packer fiscal year on October 31, even though hog runs should continue to show an increase over the low point of a few weeks ago.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on August 31, 1937, with comparisons as especially compiled by THE NATIONAL PROVISIONER:

	Aug. 31, '37	July 31, '37	Aug. 31, '36
Total S.P. meats	86,181,670	110,520,710	94,748,861
Total D.S. meats	26,512,098	33,193,241	36,699,082
Other cut meats	10,689,696	12,083,864	12,391,409
Total all meats	123,383,464	155,747,815	143,839,352
P.S. lard	87,187,100	110,168,442	68,071,887
Other lard	8,162,910	10,998,850	9,309,068
Total lard	95,350,010	121,167,292	77,380,955
S.P. reg. hams	18,262,277	23,600,938	19,034,871
S.P. sknd. hams	35,633,583	45,865,675	32,964,666
S.P. bellies	27,475,629	34,481,549	33,731,243
S.P. picnics	4,732,181	6,522,548	8,902,381
D.S. bellies	21,201,541	26,317,871	26,333,744
D.S. fat backs	4,171,347	5,648,818	9,202,448

CHICAGO PROVISION STOCKS

Stocks of meat and lard on hand in Chicago are reported as of Sept. 1, 1937:

	Aug. 31, 1937	July 31, 1937	Aug. 31, 1936
Pork, bbls.	6,559	18,919	9,354
P. S. lard, lbs.	82,847,656	101,341,427	60,953,766
Other lard, lbs.	3,361,402	4,127,516	4,391,377
D.S. Cl. Bellies ¹	10,688,880	14,694,604	10,778,340
D.S. Rib Bellies ¹	950,500	1,112,043	1,341,720
Ex. Sh. Cl. sides ¹	1,700	1,100	3,200
D.S. fat backs, lbs.	1,675,372	2,360,214	3,540,788
D.S. Shldrs., lbs.	9,510	14,452	48,119
S.P. hams, lbs.	8,892,186	11,826,856	6,994,261
S.P. Sknd. hams, lbs.	18,134,191	24,063,131	14,926,868
S.P. bellies, lbs.	18,879,656	17,782,156	15,982,314
S.P. picnics			
S.P. Boston shldrs., lbs.	2,188,407	3,588,921	4,048,463
S.P. shldrs., lbs.	11,000	11,000	32,000
Other cut meats, lbs.	6,108,611	6,996,208	6,853,845
Total cut meats, lbs.	61,925,013	82,450,685	64,544,408

¹Made since Oct. 1, 1936.



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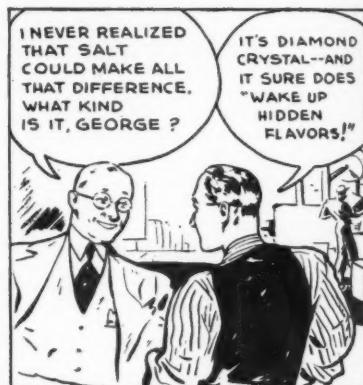
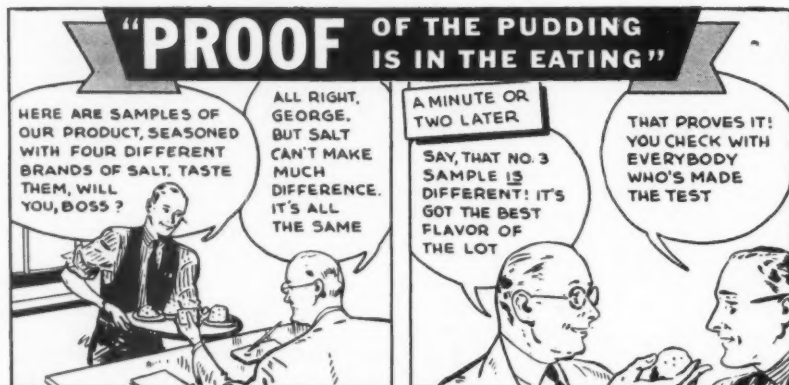
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DIAMOND CRYSTAL *Alberger Process* SALT

Hog Cut-Out Results

GOOD light hogs continued to cut at a loss under \$1 per head but heavier averages showed a mounting cut-out loss. Both hog and product prices were weak as a result of very hot weather over the country and increased hog receipts. There was movement of hogs to the Chicago market from areas not normally covered by this market because prices on this market held to fairly high levels. In general, however, hog prices were \$2 per cwt. under the recent high time. Product buyers were inclined to play a waiting game and the approach of the 3-day holiday in many sections made retailers slow to stock up on fresh meats.

Top dropped to a new low of \$11.70 for the season, with bulk of good and choice 190 to 230 lb. hogs selling at \$11.50 to \$11.70. Hogs weighing under 170 lbs. carried little finish and were discriminated against. Sows were in limited supply and were well cleaned up.

Reports of storage stocks on hand at the seven principal markets indicate a strong out movement during August and a rapidly declining total of meats on hand. This cleaning up of stocks doubtless has been the strongest factor in the current hog market and the principal balance against slow hot weather demand, there being little disposition to force new product on the market at distress prices.

The test on this page is worked out on the basis of Chicago costs and credits,

based on good hogs of the weights shown.

the proportions marketed in these two periods have been about the same.

MORE HOGS IN PROSPECT

Slaughter supplies of hogs probably will increase seasonally after September, as spring pigs begin to be marketed in fairly large numbers says the U. S. Bureau of Agricultural Economics. There also may be a considerable number of hogs from the 1936 fall pig crop marketed during the October-December period, since finishing of such pigs in some areas was delayed until the new crop of small grains became available this summer.

Seasonal increase in hog slaughter from October through December, however, may be somewhat less than usual, since it now seems fairly certain that the 1937 corn crop will be at least equal to average and larger than in any year since 1932. Lower corn prices and higher hog-corn price ratio doubtless will cause producers to feed hogs to heavier weights and thereby delay marketings. Inspected slaughter during this period (October to December) probably will be larger than in corresponding months of 1935, when conditions were somewhat similar, but considerably smaller than in 1936.

Proportion of the slaughter for the winter season from January through March is expected to be considerably larger than that marketed from October through December. In most recent years

BRITISH PROVISION TRADE

Bacon prices in England were reported to have reached the highest level since 1929, due to improved industrial conditions. Small supplies of hams from America made a very strong demand for anything offered and prices continued to mount. Lard trade, on the other hand, was quiet and prices were further reduced in an effort to keep current supplies moving. This situation prevailed during the third week in August, when it was believed that prices of both hams and bacon had about reached their peak.

Bacon imports into the United Kingdom during July totaled 557,000 cwts., compared with 571,435 in July, 1936, and 611,776 cwts. in the same month of 1935. Of the 1937 imports only 699 cwts. came from the United States, compared with 3,113 cwts. a year ago and 1,577 cwts. two years ago.

Ham imports during July totaled 67,701 cwts., of which 27,611 cwts. came from the United States and 33,032 cwts. from Canada. A year ago ham imports totaled 84,489 cwts., of which the United States furnished 53,812 cwts. and Canada 25,818 cwts. In July two years ago the United States furnished 54,283 cwts. of the total of 76,664 cwts., and Canada only 17,209 cwts.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
	180-220 lbs.			220-260 lbs.			260-300 lbs.		
Regular hams	14.00	19.8	\$ 2.77	13.70	19.1	\$ 2.62	13.40	18.1	\$ 2.43
Picnics	5.70	18.5	1.05	5.40	17.1	.92	5.10	14.0	.71
Boston butts	4.00	22.5	.90	4.00	22.5	.90	4.00	22.5	.90
Loins (blade in).....	9.80	23.4	2.29	9.50	21.0	2.00	9.00	18.9	1.70
Bellies, S. P.....	11.00	21.0	2.31	9.70	20.0	1.94	3.10	19.1	.59
Bellies, D. S.....	.....	.....	.....	2.00	15.1	.30	9.40	15.1	1.42
Fat backs.....	1.00	14.3	.14	3.00	14.9	.45	5.00	15.3	.77
Plates and jowls.....	2.50	13.9	.35	2.50	13.9	.35	3.00	13.9	.42
Raw leaf.....	2.10	11.1	.23	2.20	11.1	.24	2.10	11.1	.23
P. S. lard, rend, wt.....	11.30	10.6	1.20	11.10	10.6	1.18	10.20	10.6	1.08
Spareribs	1.60	16.3	.26	1.60	16.3	.26	1.50	16.3	.24
Trimnings	3.00	13.6	.41	2.80	13.6	.38	2.70	13.6	.37
Feet, Tails, neckbones.....	2.00	.....	.11	2.00	.....	.11	2.00	.....	.11
Offal and misc.....	.....	.....	.49	.....	.....	.49	.....	.....	.49
TOTAL YIELD AND VALUE.....	68.00		\$12.51						
				69.50		\$12.14	70.50		\$11.46
Cost of hogs per cwt.....		\$11.67			\$11.64			\$11.42	
Condemnation loss .....		.06			.06			.06	
Handling & overhead.....		.99			.85			.78	
TOTAL COST PER CWT ALIVE		\$12.72			\$12.55			\$12.26	
TOTAL VALUE		12.51			12.14			11.46	
Loss per cwt.....		.21			.41			.80	
Loss per hog.....		.42			.98			2.24	

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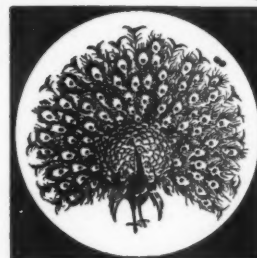
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MEAT IMPORTS AT NEW YORK

For week ended August 27, 1937:

Point of origin	Commodity	Amount Lbs.
Argentina—Canned roast beef	4,230	
—Canned corned beef	238,058	
—Canned sandwich beef	1,800	
—Beef extract	4,490	
—Sweet pickled boneless bellies	10,000	
—Canned brisket beef	27,000	
—Sweet pickled boneless butts	900	
—Sweet pickled boneless butts	3,000	
Brasil—Canned corned beef	462,000	
Canada—Smoked back bacon	8,838	
—Fresh chilled pork cuts	9,053	
—Fresh chilled beef cuts	26,758	
—Dry salt pork bellies	4,131	
—Fresh frozen pork hams	21,048	
—Fresh chilled beef livers	281	
—Fresh chilled pork carcasses (28)	2,958	
—Fresh chilled pork loins	2,445	
—Smoked pork picnics	1,330	
—Smoked pork butts	118	
Czechoslovakia—Cooked ham in tins	4,287	
Denmark—Cooked ham in tins	46,129	
—Cooked picnics in tins	13,844	
—Smoked bacon	9,261	
—Cooked pork loins in tins	1,440	
—Smoked sausage	4,062	
—Cooked sausage in tins	5,815	
—Smoked bellies	2,874	
—Cooked luncheon meat in tins	3,875	
Estonia—Cooked ham in tins	10,251	
England—Smoked bacon	5,000	
—Smoked bellies	7,464	
France—Liverpaste in tins	750	
Germany—Oxmouth salad in tins	1,530	
—Smoked pork sausage	662	
—Smoked sausage	550	
Holland—Cooked ham in tins	40,803	
—Cooked picnics in tins	3,149	
—Smoked ham	2,624	
Hungary—Cooked ham in tins	23,176	
—Cooked picnics in tins	84	
—Beef gulas in tins	84	
Italy—Bouillon cubes in jars	647	
—Coppe	6,894	
—Smoked sausage	1,393	
Latvia—Fresh frozen pork cuts	50,586	
Lithuania—Fresh frozen pork cuts	2,677	
—Fresh frozen pork butts	2,000	
Poland—Cooked ham in tins	238,058	
—Cooked shoulders in tins	30,973	
—Cooked sliced bacon in tins	768	
—Smoked bellies	9,194	
—Pork loins in tins	2,304	
—Cooked picnics in tins	12,220	
—Cooked pork loins in tins	8,910	
—Fresh frozen pork cuts	16,281	
—Luncheon meat in tins	23,538	
—Salt cured pork butts	358	
—Smoked bellies	33,495	
Romania—Cooked ham in tins	14,714	
—Cooked picnics in tins	4,362	
—Cooked pork loins in tins	3,240	
Sweden—Salted bacon	17,930	
Uruguay—Canned corned beef	198,000	

JUNE LARD MOVEMENT

Estimated production and consumption of lard from federally inspected slaughter during June, 1937, with comparisons:

	June, 1937.	May, 1937.	June, 1936.
Production, M lbs.	52,410	50,732	87,288
Storage beginning of month, M lbs.	194,477	206,444	99,656
Storage end of month, M lbs.	185,124	194,477	106,774
Exports (refined and neutral), M lbs.	8,309	13,603	11,140
Apparent consumption, M lbs.	53,454	52,096	89,030
Per-capita consumption, lbs.	.41	.40	.54

GERMAN HOGS AND LARD

Top hogs at Berlin were quoted at \$18.42 per cwt. during the week of August 18, at \$18.42 the previous week and at \$17.70 the same time a year earlier. Lard in tierces at Hamburg was quoted at \$12.91 per cwt., \$13.15 the previous week and \$13.51 the week of August 19, 1936.

Week Ending September 4, 1937

CHICAGO PROVISION MARKETS

REPORTED BY THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, AUGUST 28, 1937.

	Open.	High.	Low.	Close.
LARD:				
Sept. ... 10.30-27½	10.32½	10.27½	10.27½	
Oct. ... 10.40	10.42½	10.37½	10.37½	
Dec. ... 10.62½	10.62½	10.50	10.50-52½	
Jan. ... 10.62½-60	10.62½	10.55	10.60-55	
Mar. ... 10.65	10.65	10.60	10.60ax	
May ... 10.65	10.70	10.62½	10.62½	

CLEAR BELLIES:				
Sept. ...			15.65ax	
Oct. ...			16.00ax	

MONDAY, AUGUST 30, 1937.

LARD:				
Sept. ... 10.25	10.27½	10.15	10.15-17½	
Oct. ... 10.35	10.40	10.22½	10.27½ax	
Dec. ... 10.55	10.57½	10.40	10.47½ax	
Jan. ... 10.55	10.55	10.45	10.50b	
Mar. ...			10.50b	
May ... 10.57½	10.62½	10.50	10.57½	

CLEAR BELLIES:				
Sept. ... 15.50	15.50	15.35	15.35ax	
Oct. ... 16.05			16.05	

TUESDAY, AUGUST 31, 1937.

LARD:				
Sept. ... 10.12½-07½	10.22½	10.05	10.17½-20	
Oct. ... 10.17½-20	10.32½	10.17½	10.30ax	
Dec. ... 10.40	10.52½	10.37½	10.47½b	
Jan. ... 10.47½	10.60	10.42½	10.60ax	
Mar. ... 10.50	10.55	10.50	10.55b	
May ... 10.52½	10.62½	10.50	10.62½b	

CLEAR BELLIES:				
Sept. ... 15.30	15.30	15.20	15.25b	
Oct. ...			15.70ax	

WEDNESDAY, SEPTEMBER 1, 1937.

LARD:				
Sept. ... 10.07½-05	10.17½	10.05	10.12½b	
Oct. ... 10.25	10.27½	10.25	10.25	
Dec. ... 10.40	10.50	10.40	10.45ax	
Jan. ... 10.55	10.57½	10.50	10.50	
Mar. ... 10.60	10.60	10.55	10.57ax	
May ... 10.60	10.62½	10.60	10.60ax	

CLEAR BELLIES:				
Sept. ... 15.25			15.25b	
Oct. ...			15.65ax	

THURSDAY, SEPTEMBER 2, 1937.

LARD:				
Sept. ... 10.25	10.55	10.25	10.50b	
Oct. ... 10.35	10.65	10.35	10.65-60	
Nov. ... 10.72½	10.72½	10.57½	10.62½b	
Dec. ... 10.85-60	10.80	10.55	10.72½-70	
Jan. ... 10.55-60	10.80	10.55	10.75	
Mar. ... 10.72½	10.82½	10.72½	10.72½ax	
May ... 10.65	10.87½	10.65	10.77½	

CLEAR BELLIES:				
Sept. ...			15.35b	
Oct. ...			15.65n	

FRIDAY, SEPTEMBER 3, 1937.

LARD:				
Sept. ... 10.60-62½	10.62½	10.35	10.35b	
Oct. ... 10.70	10.72½	10.47½	10.47½ax	
Nov. ...			10.57½b	
Dec. ... 10.85-90	10.90	10.60	10.60	
Jan. ... 10.90-92½	10.92½	10.62½	10.62½ax	
Mar. ... 10.90	10.92½	10.70	10.70ax	
May ... 10.85-87½	10.87½	10.72½	10.72½ax	

CLEAR BELLIES:				
Sept. ...			15.50b	
Oct. ...			15.65n	

Key: ax, asked; b, bid; n, nominal; —, split.

MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended Sept. 3, 1937 totaled 196,620 lbs. of lard and no bacon.

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of August 28, 1937, totaled 9,520 lbs.; greases 144,000 lbs.; stearine none; tallow none.

CASH PRICES

Based on actual carlot trading Thursday, September 2, 1937.

REGULAR HAMS.

	Green.	*S.P.
8-10	20½	22
10-12	20	21½
12-14	19½	20½
14-16	19½	20½
16-18 Range	19½	

BOILING HAMS.

	Green.	*S.P.
16-18	18½	20
18-20	18	19½
20-22 Range	18½	
22-24	18	

SKINNED HAMS.

	Green.	*S.P.
10-12	21½	21½
12-14	21½	21½
14-16	20	20½
16-18	19½	19½
18-20	18½	18½
20-22	17½	18½
22-24	16½	18
24-26	16½	17
26-30	16	15½
30- and up	15½	

PICNICS.

	Green.	*S.P.
4-6	18½	18½
6-8	17	17½
8-10	14½	15½
10-12	13½	14½
12-14	13½	14½

Short Shank ¼c over.

BELLIES.

(Square cut seedless)
(S. P. ¼c under D. C.)

	Green.	*D.C.
6-8	21½	22½
8-10	21½	22½
10-12	20½	22
12-14	20	21½
14-16	19	20½
16-18	18	19½

*Quotations represent No. 1 new cure.

D. S. BELLIES.

	Clear.	Rib.
14-16	16	
16-18	16	
18-20	16	
20-25	16	16½
25-30	16	16½
30-35	16	16
35-40	16	16
40-50	16	15½

D. S. FAT BACKS.

6-8	15
8-10	15½
10-12	16½
12-14	16½
14-16	16½
16-20	16½
20-25	16½

OTHER D. S. MEATS.

Extra Short Clears	35-45	16n
Extra Short Ribs	35-45	16n
Regular Plates	6-8	15½
Clear Butts	4-6	14
Green Square Jowls		14½
Green Rough Jowls		14

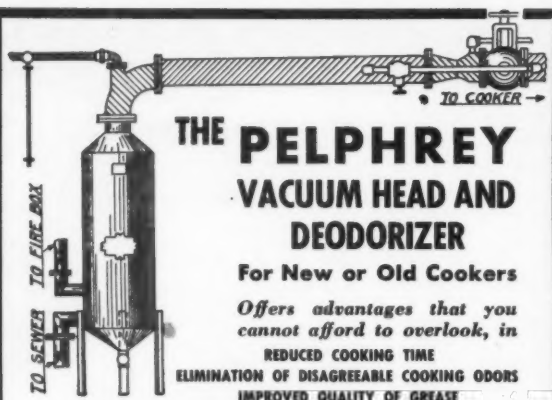
LARD.

Prime Steam, cash	10.55n
Prime Steam, loose	10.95n
Neutral, in tierces	13.50n
Raw Leaf	11.50n

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended August 28, 1937, were as follows:

	Week Aug. 28.	Previous week.	Same week '36.
Cured meats, lbs.	16,660,000	18,073,000	18,980,000
Fresh meats, lbs.	43,952,000	39,230,000	41,139,000
Lard, lbs.	4,413,000	4,430,000	1,590,000



THE PELPHREY VACUUM HEAD AND DEODORIZER

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Offers advantages that you cannot afford to overlook, in
REDUCED COOKING TIME
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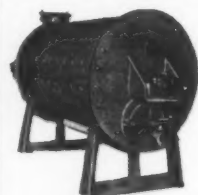
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EXPERIENCE

MELTERS DRY COOKERS DRYERS

Blood and Tankage

SIZES: 5x9 and Smaller

The Oil & Waste Saving Machine Co.

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REDUCE PACKINGHOUSE BY-PRODUCTS with STEDMAN 2-STAGE HAMMERMILLS

Cut Grinding Costs — insure more uniform grinding — reduce power consumption and maintenance expense — provide instant accessibility. Stedman's extreme sectional construction saves cleaning time. Nine sizes — 5 to 100 H.P. — capacities 500 to 20,000 lbs. per hr. Write for catalog No. 302.



STEDMAN'S Foundry & Machine Works

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There is a "Williams" Mill for every By-Product Grinding job

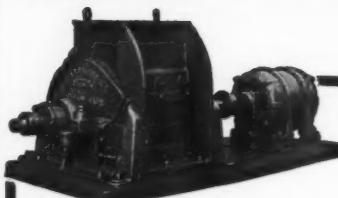
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Best suited for grinding of higher grease content material such as greasy cracklings and tankage. Widely used by American Packers and Renderers. Write for Bulletin on complete installations—also of Williams Positive Drive vibrating screens.

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PATENT CRUSHERS GRINDERS SHREDDERS



Reduces cooking
time 1/3 to 1/2!

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CUTS RENDERING COSTS. — Grinds fats, bones, carcasses, viscera, etc. — all with equal facility. Reduces everything to uniform fineness. Ground product gives up fat and moisture content readily. Low operating cost. Big Savings! Increases melter capacity.

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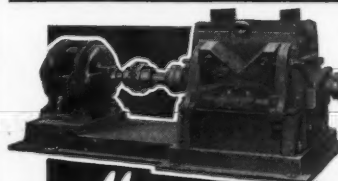
Offerings Wanted of:

Tankage, Blood, Bones, Cracklings, Hoofs

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THE DIAMOND HOG



Requires less power. Knives set at an angle, cut with a shearing stroke.

Large capacity — overhead gravity feed. Reduces carcass, bones, viscera, etc., to uniform fineness.

Write for bulletins and prices.

Established 1880

More
CAPACITY PER H.P.

DIAMOND IRON WORKS INC.

MINNEAPOLIS, MINNESOTA, U. S. A.

TALLOW AND GREASES

WEEKLY MARKET REVIEW

TALLOW—A moderate volume of trade prevailed in the market for tallow at New York during the past week and the undertone appeared to be a little steadier. Turnover was estimated at 250,000 lbs. at 7½c, delivered, for extra, or unchanged from the previous week. Offerings appeared to be somewhat lighter and the undertone as a result was looked upon as a little steadier.

Demand from soapers was not aggressive and reports from soapers on distribution of finished product were mixed. Some reports would indicate that trade was on a modest scale but others pointed to a very good trade in fancier soaps.

At New York, special was quoted at 7½c nominal; extra, 7½c, delivered, and edible, 7½c nominal.

South American No. 1 tallow was offered at 5¼c, c.i.f. New York, and South American edible at 5½c, Savannah, equal to 5.05c, c.i.f. New York, but prices were too high to result in business.

Tallow futures on the New York Produce Exchange lost 20 to 40 points on the week. The market was active with a turnover of 1,250,000 lbs., bringing the total since January 1 to 12,660,000 lbs. December traded from 7.50 down to 7.13 and back to 7.25 while September sold at 7.30. About 5 lots were delivered at Newark on New York September contracts.

Trade in tallow at Chicago was slow and confined to scattered lots from small producers. Large buyers were absent from the market and large producers were not inclined to offer around present levels. Tank No. 3 tallow sold on September 1 at 6¼c, Cincinnati; tank off-special tallow sold equal to 6¼c, Chicago. On September 2 prime packers tallow appeared salable in small way at 7¼c, Chicago, with 8c usually asked. Edible tallow was quoted at Chicago on September 2 at 7¼@8c; fancy, 7¼@8c; prime packers, 7¼@8c; special, 7c, and No. 1, 6¼c.

There was no London tallow auction this week.

At Liverpool, Argentine beef tallow, September-October shipment, was off 9d on the week at 24s. Australian good mixed at Liverpool, September-October shipment, was down 1s 3d for the week to 23s 9d.

STEARINE—The last business at New York was at 8¼c but the market was quiet and easy. Sellers were asking 8½c.

At Chicago, the market was off ½c from a week ago. Prime oleo was quoted at 8¼c.

OLEO OIL—The market was rather quiet and easier at New York. Prices

were off ¼ to ¾c for the week and extra was quoted at 12¼@13¼c; prime 12¼@12¾c, and lower grades 11¼@12¼c.

At Chicago, the market was dull and easier. Extra was quoted at 12@12¼c.

(See page 41 for later markets.)

LARD OIL—The market was rather quiet and easier under the influence of heaviness in raw materials. Prices were off ¼ to ½c from the previous week. No. 1 lard oil at New York was quoted at 11¼c in barrels; No. 2, 11c; extra, 12¼c; extra No. 1, 11½c; prime edible, 15c; inedible, 14c, and extra winter strained, 13¼c.

NEATSFOT OIL—The market was dull and unchanged to ½c lower on the week. Cold test at New York was quoted at 17¼c in barrels; extra, 12c; extra No. 1, 11¼c; pure, 12¼c, and special, 13c.

GREASES—The position of the market did not show any material change at New York during the week. Yellow and house held around 6¼c but further offerings at that level gave the market an unsteady undertone. Demand was rather limited and routine and consumers were inclined to look on for the time being. Tallow developments were watched closely. Pressure of grease offerings was less in evidence than it has been recently.

At New York, choice white grease was quoted at 8¼c; A white, 7½c; B white, 7¼@7½c, and yellow and house, 6¼c. There were intimations that consumers' ideas on yellow and house had been lowered to the 6¼c level.

Trade in greases at Chicago was rather limited but opened up a bit during the latter part of the week. There was good demand for choice white grease on September 1 and a tank sold at 8¼c, Chicago; tank 15 acid yellow grease sold at 6¼c, Chicago. Tank brown grease sold on September 2 equal to 6c, Chicago. On September 2 choice white grease was quoted at 8¼c; A white, 7½c; B white, 7@7¼c; yellow, 10 to 15 f.f.a., 6½@6¾c, 16 to 20 f.f.a., 6¼c, and brown, 6c.

6 to 10 ammonia product, \$3.00 and 10c basis f.o.b. Chicago.

Unground, 10 to 12% ammonia	\$3.00@3.25 & 10c
Unground, 6 to 10%, choice quality	@ 3.25 & 10c
Liquid stick	@ 2.50

Packinghouse Feeds.

Packinghouse feed market very quiet.

	Carlots, Per ton.
Digester tankage meat meal, 60%....	@50.00
Meat and bone scraps, 50%.....	@47.50
Raw bone meal for feeding.....	@45.00

Bone Meals (Fertilizer Grades).

Market quiet and slow. Prices f.o.b. Chicago.

	Per ton.
Steam, ground, 3 & 50.....	@21.50
Steam, ground, 2 & 26.....	@21.50

Fertilizer Materials.

Market quiet and nominal.

High grd. tankage, ground,	
10@11% am.....	\$2.85@3.00 & 10c
Bone tankage, ungrd., low gr.,	
per ton.....	@20.00
Hoof meal.....	@ 3.55

Dry Rendered Tankage.

Cracking market continues quiet and weak. Producers of first quality product holding for better than quoted price.

Hard pressed and expeller unground	per unit protein.....	@ .00
Soft prod. pork, ac. grease & quality, ton		@45.00
Soft prod. beef, ac. grease & quality, ton		@35.00

Gelatin and Glue Stocks.

Market easy with product at lower prices in l.c.l. lots, c.a.f. Chicago.

	Per ton.
Calf trimmings.....	\$32.50@35.00
Picked sheep trimmings.....	\$5.00@37.50
Sinews, pisals.....	24.00@26.00
Cattle jaws, skulls and knuckles....	@35.00
Hide trimmings.....	24.00@25.00
Pig skin scraps and trim, per lb., l.c.l.	@ 5¼c

Horns, Bones and Hoofs.

Market quiet and easy. Junk bones quoted delivered basis.

	Per ton.
Horns, according to grade.....	\$45.00@75.00
Cattle hoofs.....	40.00
Junk bones.....	20.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

Crude dried summer take-off quoted at \$47.50 per ton, c.a.f. Chicago.

Coll and field dried hog hair.....	2¼c@ 4¼c
Processed, black winter, per lb.....	7¼c@10c
Cattle switches, each*.....	2 c@ 2¼c

*According to count.

BY-PRODUCTS MARKETS

Chicago, September 2, 1937.

Blood.

Blood market easy with prices nominal. South American nominally \$3.40.

	Unit.
Unground.....	Ammonia. @ 3.00

Digester Feed Tankage Materials.

Digester feed tankage market continues quiet and easy. Second quality

EASTERN FERTILIZER MARKETS

(Special Wire to The National Provisioner.)

New York, September 1, 1937.

Very little trading is being done in any packing house byproducts such as blood, tankage, etc. Production, however, is light and buyers are scarce un-

Week Ending September 4, 1937

Page 37

less they can buy at prices much below present quotations.

Unground dried menhaden fish scrap sold at \$3.50 and 10c, f.o.b. fish factories, Va., and this has brought the price of the Japanese sardine meal down both for spot and future shipment.

South American dried blood sold at \$3.30 per unit, which is the present asking price, c.i.f., Atlantic Coast ports, and there is some buying interest but at lower prices.

Superphosphate is one material that is firm and the price has been advanced 50c per ton both at Baltimore and other Northern producing points.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.		
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports.....	\$	@27.50
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	nominal	
Blood, dried, 16% per unit.....	@	3.40
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory.....	3.50 & 10c	
Fish meal, foreign, 11% ammonia, 10% B. P. L. c.i.f. spot.....	@46.00	
Sept.-Oct. shipment.....	@47.50	
Fish scrap: acidulated, 7% ammonia, 3% A.P.A. f.o.b. fish factories.....	3.00 & 50c	
Soda nitrate, per net ton: bulk, Sept.-June.....	@27.00	
In 200-lb. bags, September.....	@28.30	
In 100-lb. bags, September.....	@29.00	
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	3.25 & 10c	
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	3.20 & 10c	
Phosphates.		
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	@26.00	
Bone meal, raw, 4 1/2% and 50%, in bags, per ton, c.i.f.....	@31.00	
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@ 9.00	
Dry Rendered Tankage.		
50% unground.....	@ .70	
60% unground.....	@ .70	

YEAR'S MARGARINE OUTPUT

Margarine production in the fiscal year ended June 30, 1937 totaled 388,948,260 lbs. compared with a total of 371,750,715 lbs. in 1935-36. In the 1936-37 manufacture there was consumed 321,993,751 lbs. of fats and oils. Total quantity of each ingredient used during the year is reported as follows:

TOTAL INGREDIENTS	Lbs.
Babassu oil	17,188,738
Cocoonut oil	101,875,186
Color	1,860
Corn oil	1,326,932
Cottonseed oil	187,017,862
Derivative of glycerine	1,194,550
Lecithin	26,254
Milk	72,369,931
Neutral lard	2,010,409
Oil oil	18,039,308
Oil stearine	3,251,988
Oil stock	1,826,788
Ouricury	441,598
Palm oil	1,607,468
Palm kernel oil	6,089,352
Peanut oil	3,732,092
Salt	18,159,063
Sesame oil	22,962
Soda (benzoate of)	162,508
Soya bean oil	20,842,239
Total	412,687,118

More cottonseed oil was used than any other single ingredient, with cocoonut oil second. More than 18,000,000 lbs. of salt were used and 26,254 lbs. of lecithin.

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, AUGUST 28, 1937.			
	High.	Low.	Close.
September	7.20		7.20
October	7.20		7.20
November	7.25a		7.25a
December	7.25		7.25
January	7.25		7.25
February	7.25a		7.25a
MONDAY, AUGUST 30, 1937.			
September	7.30	7.30	7.25@7.40
October			7.25@7.40
November			7.25a
December	7.25	7.13	7.10@7.25
January			7.00@7.25
February			7.05a
TUESDAY, AUGUST 31, 1937.			
September			7.10@7.40
October			7.15@7.40
November			7.20a
December	7.25	7.25	7.25
January			7.10@7.25
February			7.05@7.30
WEDNESDAY, SEPTEMBER 1, 1937.			
September			7.05@7.04
October			7.05@7.04
November			7.15a
December			7.10@7.30
February			7.20a
THURSDAY, SEPTEMBER 2, 1937.			
September			7.15@7.60
October			7.15@7.50
November			7.25a
December			7.20@7.40
January			7.15@7.40
February			7.20a
FRIDAY, SEPTEMBER 3, 1937.			
September			7.15@7.60
October			7.15@7.50
November			7.25a
December			7.30@7.50
January			7.20
February			7.30a

Key: n, nominal; b, bid; t, traded.

TALLOWES AND GREASES

(Loose, basis Chicago.)

	Per lb.
Edible tallow	7 1/2 @ 8
Prime packers tallow	7 1/2 @ 8
No. 1 tallow, 10% f.f.a.	@ 8 1/2
Special tallow	@ 8 1/2
Choice white grease	@ 8 1/2
A-White grease, 4% acid	@ 7 1/2
B-White grease, maximum 5% acid ..	7 @ 7 1/2
Yellow grease, 16-20 f.f.a.	@ 6 1/2
Brown grease, 40 f.f.a.	@ 6

ANIMAL OILS

(Basis Chicago.)

	Per lb.
Prime edible	14 1/2
Prime inedible	13 1/2
Headlight	13 1/2
Prime W. S.	13
Extra W. S.	12 1/2
Extra lard oil	12 1/2
Extra No. 1	12
No. 1 lard	11 1/2
No. 2 lard	11 1/2
Acidless tallow	11
20* neatfoot	17 1/2
Pure neatfoot	12 1/2
Spec. neatfoot	12 1/2
Extra neatfoot	12 1/2
No. 1 neatfoot	12

COTTON OIL CONSUMPTION

Cotton oil consumption in July, 1937, totaled 246,932 bbls., against a trade expectation of approximately 275,000 bbls.

HULL OIL MARKETS

Hull, England, September 1, 1937.—refined oil, 28s6d. Egyptian crude cottonseed oil, 25s6d.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Sept. 2, 1937.—Cotton oil futures were practically the same as a week ago, after several sinking spells. Crude, 6% @ 6 1/2 c lb. for immediate or prompt shipment; 1/2 c lower for later positions, with offerings light. Bleachable firm, with good demand at 7 1/2 c lb., loose, New Orleans. Seed sellers are dissatisfied with current prices. Soapstock and black grease were easier.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, September 2, 1937.—Forty-three per cent cottonseed cake and meal, Dallas basis, for interstate shipment, \$21.50. Prime cottonseed oil 6 1/2 c.

OIL IMPORTS AND EXPORTS

Foreign trade in vegetable oils and oil bearing seeds during June, 1937:

IMPORTS.

	Quantity, lbs.	Value.
Vegetable oils and seeds:		
Copra (free)	51,644,200	\$2,162,721
Sesame seed	1,226,377	61,348
Sesame oil	4,334,765	294,575
Peanut oil	4,015,216	248,072
Sunflowerseed oil	4,474	523
Corn oil, edible	2,106,992	146,653
Palm kernel oil	4,065,945	296,629
Cottonseed oil	32,480,187	2,223,721
Babassu nuts and kernels	9,364,117	547,985
Palm nuts and kernels	13,307,108	436,446

Inedible vegetable oils:

Cocoonut oil	32,677,260	\$2,210,905
Palm oil	45,466,917	1,726,794
Palm kernel oil	20,523,704	1,474,587
Soybean oil	8,115,962	554,548
Oilicica oil	347,530	29,869

EXPORTS.

	Quantity, lbs.	Value.
Cottonseed oil, refined	224,270	\$ 27,383
Cottonseed oil, crude	125,600	9,869
Corn oil	5,574	705
Cocoonut oil, inedible	182,598	14,569
Palm oil	334,557	32,968
Soybean oil	1,198,160	86,129
Other expressed oils & fats ..	31,419	3,589

LARD COMPOUND PRODUCTION

Production of lard compounds and other lard substitutes continues at high levels, the first half of each of the past three years showing considerable increases over production of the like period of the previous years, as follows:

First 6 months,	lbs.
1937	702,335,771
1936	691,740,423
1935	616,706,440

New records in the production of lard substitutes were made in 1935 and 1936, production for each of the past three years being as follows:

Total production	lbs.
1936	1,586,740,871
1935	1,546,794,877
1934	1,204,331,073

The National Provisioner

VEGETABLE OILS

WEEKLY MARKET REVIEW

MARKETS

Provisioner.)

Oct. 2, 1937.—
Practically the
several sink-
lb. for im-
at; 1/8c lower
offerings light.
demand at
ms. Seed sel-
current prices.
were easier.

Provisioner.)

Oct. 2, 1937.—
Cottonseed cake
or interstate
cottonseed oil

EXPORTS

able oils and
one, 1937:

Value.

4,200	\$2,182,721
3,377	81,548
4,785	294,573
5,216	248,073
4,474	832
5,992	148,831
5,943	226,029
1,187	2,223,721
4,117	547,946
7,105	436,444

2,200	\$2,210,906
3,917	1,726,734
3,704	1,474,587
3,952	854,543
7,530	29,995

Value.

3,270	\$27,333
3,300	9,246
5,574	706
5,598	14,538
4,557	32,968
1,180	86,129
1,419	8,538

PRODUCTION

Compounds and
nues at high
of the past
considerable in-
of the like
s, as follows:

35,771
40,423
106,440

ection of lard
35 and 1936,
the past three

s.

40,871
44,877
31,073

Provisioner

NEW season's lows were made daily in the cottonseed oil futures market during the past week. The market dragged progressively lower each day and reached about the 7 1/8c level. Trade was quite active and selling scattered, being partly liquidation and partly new commission house and professional selling on account of weakness in allied and other markets.

Quite a little of the pressure was in hedge selling on the later months. Some of the selling was attributed to spreading between oil and lard. There was a good scattered demand for futures on a scale downward and considerable profit taking by shorts. The market at all times appeared to be readily supplied with contracts to fill the demand. News was mainly against values and sentiment was predominantly bearish.

Some buying resulted from extensive and persistent declines in oil prices which created the impression that a natural rally of some size was in order. The Far Eastern situation, while creating some apprehension over Oriental oil supplies for the United States did not create sufficient speculative enthusiasm to offset new season low levels in cotton, larger private cotton crop estimates, and weakness in the lard market.

Cash Demand Moderate

Cash oil demand during the week continued to be moderate and routine. Consumers were influenced by the declining trend in prices and continued to operate on a hand to mouth scale. They were using up supplies on hand as far as possible and only buying for nearby requirements. This created some apprehension about consumption, but reports indicated that cash trade was pretty good during the first half of August. Demands seems to have quieted during the last half of the month. Estimates on August consumption range from 250,000 to 260,000 bbls., or about the same as a year ago when distribution was around 261,000 bbls.

Crude oil went into new lows for the season during the week. There were some sales in the Southeast and Valley at 6 1/8c but trade in those quarters appeared light. In Texas, sales were made at from 6 1/8c down to 6 1/8c for immediate shipment, depending upon location. The seed market in Texas was off \$1 a ton to \$21 per ton. The cake market there showed little change and was quoted at \$18 per ton.

The trade was following the foreign oil situation very closely. It is not an immediate factor in the cotton oil market but any long disruption of the movement of Oriental oils to the United States as a result of Sino-Japanese troubles might ultimately become of market importance. Imports of oils

from the Orient have averaged somewhere around 400,000,000 lbs. annually. Cotton oil might share in demand for substitutes and the movement of Oriental cottonseed oil to this country might be checked.

The tallow market continued to hold a premium of fully a cent a pound over crude cotton oil. This relationship is also being watched as far as the soap kettle is concerned. Extra tallow at New York was 6 1/8c, delivered, at mid-week compared with Texas crude oil at around 6 1/8c.

Private estimates on the cotton crop point to a yield of 16,025,000 to 16,457,000 bales, the latter almost 500,000 bales larger than the government's August report. Better weather conditions in the Western belt served to offset deterioration on account of persistent rainfall in the Central and Eastern growing areas. The trade was anxiously awaiting the September government cotton figures as well as the August cottonseed statistical report.

COCOANUT OIL.—There was no particular consumer demand at New York. Nearby oil was quoted at 4 1/8c and on the Pacific coast at 4c. Some declared that oil prices have declined more rapidly than copra and crushers were moving slowly.

CORN OIL.—The market was more or less nominal at New York with prices around 7 1/8c.

SOYA BEAN OIL.—Sellers were reported withdrawn at New York as bids were regarded as too low. They ranged from 6c to 6 1/8c, depending upon position.

PALM OIL.—Trade was rather quiet and the market was barely steady at New York. Nigre for shipment was held at 4 1/8c and 20 per cent at 4 1/8c. Sumatra oil was quoted around 4 1/8c.

PALM KERNEL OIL.—Demand was modest at New York. Prices continued to ease and oil was quoted around 4.90c.

OLIVE OIL.—Old crop supplies were unchanged at New York at 10 1/8c. Prices on new crop were firmer at 9 1/8c.

PEANUT OIL.—Nominal conditions prevailed at New York again this week. Offerings were light and the market was quoted around 7 1/8c.

COTTONSEED OIL.—Valley Crude was quoted on September 1 at 6.37 1/2 bid, 6.50 asked; Southeast 6.37 1/2 paid; Texas 6.12 1/2 bid at common points, Dallas 6.25 nominal.

Market transactions at New York:

Friday, August 27, 1937

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Sept. .	66	767 760	769	a 762
Oct. .	11	763 760	760	a trad

Nov.	760	a nom
Dec. . 20	764 759	758 a 761
Jan. . 5	766 761	761 a trad
Feb.	761	a nom
Mar. . 76	770 765	765 a 766
Apr.	765	a nom

Saturday, August 28, 1937

Sept. . 6	762 760	768 a 772
Oct. . 3	768 760	767 a 770
Nov.	770	a nom
Dec. . 13	769 761	769 a trad
Jan.	770	a 772
Feb.	770	a nom
Mar. . 15	775 768	775 a trad
Apr.	775	a nom

Monday, August 30, 1937

Sept. . 11	766 764	764 a 765
Oct. . 16	765 762	762 a trad
Nov.	762	a nom
Dec. . 23	766 761	761 a 764
Jan. . 9	765 763	763 a trad
Feb.	763	a nom
Mar. . 40	774 768	769 a 770
Apr.	770	a nom

Tuesday, August 31, 1937

Sept.	758	a 762
Oct. . 21	755 751	755 a trad
Nov.	755	a nom
Dec. . 22	757 752	757 a 55tr
Jan. . 41	758 754	758 a trad
Feb.	758	a nom
Mar. . 42	768 760	768 a trad
Apr.	768	a nom

Wednesday, September 1, 1937

Sept. . 3	753 753	752 a 756
Oct. . 17	750 747	748 a 750
Nov.	748	a nom
Dec. . 41	753 747	750 a 49tr
Jan. . 29	752 749	749 a 50tr
Feb.	750	a nom
Mar. . 53	761 756	758 a trad
Apr.	758	a nom

Thursday, September 2, 1937

Sept.	766 766	766 a trad
Oct.	764 750	760 a 761
Dec.	767 753	760 a trad
Jan.	766 756	762 a trad
Mar.	776 766	770 a trad

(See page 41 for later markets.)

FIGHT AID FOR HOME FATS

Enforcement of a new amendment to Oklahoma's margarine law, which would allow taxfree sale of margarine made from domestic fats, may be delayed pending a state referendum. Under the new law the tax of 10 cents a pound would still be imposed on margarine containing foreign fats and oils. Dairy interests in the state have filed a petition for a referendum on the law and are now engaged in procuring the required number of signatures to have it submitted to the people.

Week Ending September 4, 1937

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HIDES AND SKINS

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—Trade remained at a standstill this week in the packer hide market and the general opinion prevails that trading will not be resumed until after the holiday.

Packers continue to quote their last sale prices, basis 19½¢ for native, butt branded and heavy Texas steers, 19¢ for Colorados, 18¢ for light Texas steers, 17½¢ for extreme light native steers and light native cows, and 17¼¢ for branded cows, July-August take-off. Buyers have shown very little interest in the market and have satisfied their wants for the past few weeks from offerings of re-sale hides from speculative hands.

There was less talk of re-sale offerings this week but some business is thought to have taken place in late winter light cows, basis around 14½¢ for Feb.-Mar. take-off; re-sale offerings of later take-off were fairly well cleaned up earlier.

Shoe production for July was 34,623,669 pairs, against 34,383,094 for June and 35,678,092 for July 1936. Production for the first seven months of this year was 266,672,360 pairs, against 229,944,767 for same period last year, or an increase of 16 per cent.

Cattle receipts continue light, being 155,000 at the seven western markets for the first four days this week, compared with 150,000 last week and 198,000 same period a year ago.

Hide futures moved within a range of about 20 points during the week, action being irregular in sympathy with all other commodity markets, and at present are 2@4 points under last week's close.

While inquiries are quiet at the moment, trading in large volume is expected when the market opens up. Opinion varies in the trade, with some expressing the thought that steers will sell steady to ½¢ down, while ½¢@1¢ lower is talked on light cows. Packers have shown no anxiety as yet over holding these choice summer hides, and any improvement in leather markets would undoubtedly be quickly reflected in the raw stock market.

OUTSIDE SMALL PACKER HIDES.—Couple cars light average outside small packer hides from choice sections sold at 15¢, selected, del'd Chgo., brands ½¢ less, and this figure available for choice lots, while other light average stock offered at 15¢; some heavier average hides reported moving at ¼¢ less, and buyers' ideas ½¢ less. Offerings seem to be very moderate, some holders awaiting developments. Chicago take-off nominal at 15½¢@16¢.

PACIFIC COAST.—Market nominal,

awaiting a resumption of trading, with last sales of July hides at 17½¢ for steers and 16¢ for cows, flat, f.o.b. shipping points; fairly well sold up to August 1st.

FOREIGN WET SALTED HIDES.—South American market lower, with a moderate movement. At close of last week, 7,500 Argentine steers sold at 99 pesos, equal to 16½¢, c.i.f. New York, as against 102½ pesos or 16¼¢ paid a week back. Later 4,000 Anglo steers sold to Europe at 97½ pesos, or 15¼¢.

COUNTRY HIDES.—Trade continues very limited in country hides. Not very much activity is expected until trading is resumed in the packer market but the present wide spread between last paid prices on packer light cows and country extremes would indicate that any decline on packer cows had been anticipated; in fact, country extremes did not move up on the last advance in the packer market. Receipts of country hides are very light now and untrimmed all-weights talked by holders around 12½¢, selected, del'd Chgo., while buyers' ideas are 12¼¢@12½¢ trimmed for light average stock. Heavy steers and cows nominal at around 12¢, trimmed. Buff weights held at 12¼¢@13¢, trimmed, with some quoting nominal market ¼¢ less. Trimmed extremes slow at 14½¢; some ask 14½¢ but difficult to interest tanners and apparently not simply a matter of price. Bulls and glues 10¼¢@10½¢ flat, nom. All-weight branded hides around 11½¢ nom.

CALFSKINS.—One packer sold 23,000 July light calf, under 9½ lb., early this week at 23¢, or 1¢ down from last paid price for June lights. Same packer moved July northern heavy calf, 9½@15 lb., earlier at 27¢, with Detroit, Cleveland and Evansville heavies at 27½¢, or usual premium. Other packers hold July production intact and offerings this basis unsold.

Chicago city calfskins slow, with the 8/10 lb. offered at 20¢, last trading price, and early bids of 19¢ apparently not renewed; one collector sold 10,000 city 10/15 lb. calf early in week at 21¢, or 1¢ decline, and more available. Outside cities, 8/15 lb., quoted around 20¢ nom.; mixed cities and countries 18@18½¢; straight countries around 16¢ flat. Chicago city light calf and deacons \$1.30 bid, \$1.35 asked.

KIPSKINS.—No action as yet on August packer kipskins and market practically sold up earlier to end of July, at 20½¢ for northern natives, 19½¢ for northern over-weights, south-erns a cent less, and brands at 18¢. Market talked easier by buyers.

One collector late this week sold a car Chicago city kipskins at 17½¢, or

1¢ down, following the sale of a car over-weights at 16¢; another collector asking ½¢ more, in combination with calfskins. Outside city kips quoted around 17½¢; mixed cities and countries 16@16½¢; straight countries 14¼@15¢ flat.

Packer August regular slunks not yet offered; July's last sold at \$1.10.

HORSEHIDES.—Trade slow, with choice city renderers with full manes and tails quoted \$5.25@5.35, selected, f.o.b. nearby sections; ordinary trimmed renderers \$4.85@4.95, del'd Chgo.; mixed city and country lots \$4.30@4.50, Chicago.

SHEEPSKINS.—Dry pelts nominal at 24½@25¢ per lb., del'd Chicago. Packer shearlings steady at \$1.25 for No. 1's, \$1.15 for No. 2's and 85¢ for No. 3's, last trading prices, although one packer quotes \$1.35 as last trading price on No. 1's, presumably for closer selection. Pickled skins slow and talked easier around \$8.00 per doz., although \$8.25 usually asked, in line with last reported trading price at Chicago; last reported sale in East was at \$8.75 but in a small way. Packer lamb pelts range \$2.05@2.10 per cwt. live lamb for sizeable lots, down to \$1.85 per cwt., buyers' ideas for small lots of outside small packer lambs.

New York

PACKER HIDES.—Market quiet and nominal, pending some action in the western market. One packer holding April forward hides, another possibly a few July's, and all hold August production, with present ideas around 20¢ for native steers, 19½¢ for butt brands and 19¢ for Colorados.

CALFSKINS.—Market easier on calfskins. A New Jersey collector sold 2,500 of the 5-7's at \$1.62½, or 7½¢ down; 10,000 collector 7-9's moved at \$2.10, or 15¢ off; 4-5's quoted around \$1.25@1.30, 9-12's about \$3.10. Quotations on packer calf nominal, ranging around 15¢ over collectors for the light end and about 25¢ over on the heavy end.

N. Y. HIDE FUTURE MARKETS

Saturday, Aug. 28, 1937—No session.

Monday, Aug. 30, 1937—Close: Sept. 15.92 sale; Dec. 16.28@16.30; Mar. 16.63@16.69; June 16.96 bid; Sept. (1938) 17.26 nom. Sales 43 lots. Closing 5@9 lower.

Tuesday, Aug. 31, 1937—Close: Sept. 16.02 n; Dec. 16.40 sale; Mar. 16.75 sale; June 17.08 n; Sept. (1938) 17.38 n. Sales 46 lots. Closing 10@12 higher.

Wednesday, Sept. 1, 1937—Close Sept. 15.80@15.86; Dec. 16.18 sale; Mar. 16.52@16.53; June 16.86 n; Sept. (1938) 17.16 n. Sales 56 lots. Closing 22@23 lower.

Thursday, Sept. 2, 1937—Close: Sept. 15.94 n; Dec. 16.31 sale; Mar. 16.68@16.70; June 17.00 n; Sept. (1938) 17.30n; sales 60 lots. Closing 13@16 higher.

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MARKETS

No session.
Close: Sept.
5.30; Mar.
bid; Sept.
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Close: Sept.
16.75 sale;
38 n. Sales
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Close Sept.
Mar. 16.52
pt. (1938)
ing 22@23

Close: Sept.
ar. 16.68@
t. (1938)
ng 13@16

ovisioner

Friday, Sept. 3, 1937—Close; Sept.
15.95@16.04; Dec. 16.22 sale; Mar.
16.66@16.68; June 16.97@17.00; Sept.,
1938, 17.27 n; sales 42 lots. Closing 3
lower to 1 higher.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the
week ended Aug. 28, 1937, were 4,096,
000 lbs.; previous week 3,842,000 lbs.;
same week last year, 4,623,000 lbs.;
from January 1 to Aug. 28, this year,
168,200,000 lbs.; same period a year ago,
141,810,000 lbs.

Shipments of hides from Chicago for
the week ended Aug. 28, 1937, were
4,866,000 lbs.; previous week, 4,780,000
lbs.; same week last year, 5,474,000 lbs.;
from January 1 to Aug. 28 this year,
174,998,000 lbs.; same period a year
ago, 138,609,000 lbs.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for
the week ended Sept. 3, 1937 with com-
parisons:

PACKER HIDES.	Week ended.	Prev. week.	Cor. week, 1936.
Spr. nat.			
strs.	@19 1/2 n	@19 1/2 n 14	@14 1/2 n
Hvy. nat.			
strs.	@19 1/2	@19 1/2	@14
Hvy. Tex.			
strs.	@19 1/2	@19 1/2	@14
Hvy. butt brand'd			
strs.	@19 1/2	@19 1/2	@14
Hvy. Col.			
strs.	@19	@19	@13 1/2
Ex-light Tex.			
strs.	@17 1/2	@17 1/2	@11 1/2
Brand'd cows..	@17 1/2	@17 1/2	@11 1/2
Hvy. nat.			
cows	@18 1/2	@18 1/2	@13
Lt. nat. cows.	@17 1/2	@17 1/2	@11 1/2
Nat. bulls...	@14 1/2	@14 1/2	@9 1/2
Brand'd bulls..	@13 1/2	@13 1/2	@8 1/2
Calfskins ....23	@27	24 @27	20 @21 1/2
Kips, nat....	@20 1/2	@20 1/2	@15
Kips, ov-wt..	@19 1/2	@19 1/2	@14
Kips, brand'd.	@18	@18	@12 1/2
Stunks, reg..	@1.10	@1.10	@1.05
Stunks, hris..	@.45	@.45	35 @.40

Light native, butt branded and Colorado steers
1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts..14 1/2	@16	15 @16	10 1/2 @10 1/2
Branded ....14 1/2	@15 1/2	14 1/2 @15 1/2	10 @10 1/2
Nat. bulls....12	@12 1/2	12 1/2 @12 1/2	7 1/2 @7 1/2
Brand'd bulls..11	@11 1/2	11 1/2 @11 1/2	6 1/2 @6 1/2
Calfskins ....20	@21	20 @22ax	17 @17 1/2
Kips	@18	@18 1/2ax	14 @14 1/2
Stunks, reg..95	@1.00n	95 @1.00n	80 @90n
Stunks, hris..35	@40n	35 @40n	20 @25n

COUNTRY HIDES.

Hvy. steers...	@12n	12 @12 1/2	8 @8 1/2
Hvy. cows...	@12n	12 @12 1/2	8 @8 1/2
Buffs	@12 1/2	12 1/2 @13	8 1/2 @9
Extremes ....14	@14 1/2	14 @14 1/2	9 1/2 @10
Bulls	@10 1/2	@10 1/2	6 1/2 @6 1/2
Calfskins ....15 1/2	@16	16 @16 1/2	12 @12 1/2
Kips	@14 1/2	@15 1/2	11 @11 1/2
Light calf....90	@1.10n	90 @1.10n	80 @95n
Deacons ....90	@1.10n	90 @1.10n	80 @95n
Stunks, reg..70	@80n	70 @80n	60 @75n
Stunks, hris..15	@25n	15 @25n	10 @15n
Horsehides ....4.30	@5.35	4.50 @5.40	3.00 @3.65

SHEEPSKINS.

Pkr. lambs...			
5mi pkr.			
Pkr. shearings.1.25	@1.35	1.25 @1.35	1.00 @1.05
Dry pelts....24 1/2	@25	@26	17 1/2 @18 1/2

LOOKING for a position? You can
tell packers and sausage manufacturers
all over the country about yourself
through the "Classified" pages of THE
NATIONAL PROVISIONER at small cost
per reader reached.

Week Ending September 4, 1937

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Lard market scored a sharp recovery
on Thursday and early Friday with
broader outside demand, large increase
in Chicago, stocks, scattered covering
and reports of satisfactory cash trade
and better technical position. Profit
taking for approaching holidays caused
some setback.

Cottonseed Oil

Cotton oil rallied under broader out-
side demand, with better tone to cotton
and lard. There were complaints of
quality of seed arriving from Tennessee
and considerable short covering, but up-
turns were checked by holiday's realiz-
ing and reduction in short interest.
Some hedge selling on upturns. Texas
crude sold at 6 1/4c.

Quotations on bleachable cottonseed
oil at close of market on Friday were:
Sept. 7.71@7.76; Oct. 7.66 sale; Dec.
7.68 sale; Jan. 7.69@7.71; Mar. 7.76@
7.77. Tone steady. Sales 128 lots.

Tallow

Tallow, extra 7 1/2c lb. f.o.b.

Stearine

Stearine, 8 1/4c.

Friday's Lard Markets

New York, Sept. 3, 1937.—Prices are
for export. Lard, prime Western, \$10.80
@10.90; middle Western, \$10.80@10.90;
city, 10 1/2c; refined Continent 12 1/2c;
South American, 12 1/2c; Brazil kegs,
12 1/2c; compound, 11 1/2c in carlots.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, September 2, 1937—Gen-
eral provision market steady but dull;
demanded lessening for A. C. hams but
improving for pure lard.

Friday's prices were: Hams, Ameri-
can cut, 106s; hams, long cut, unquoted;
Liverpool shoulders, square, unquoted;
picnics, unquoted; short backs, un-
quoted; bellies, English, 84s; Wiltshires,
unquoted; Cumberlands, 69s; Canadian
Wiltshires, 98s; Canadian Cumber-
lands, 81s; spot lard, 62s 6d.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of
beef this week up to September 3, 1937:
To the United Kingdom, 113,331 quar-
ters; to the Continent, none. Last week
to United Kingdom, 107,239 quarters;
to the Continent, 30,440.

PORK PRODUCTS EXPORTS

Exports of provisions originating in
the United States and Canada from At-
lantic and Gulf ports:

To	Week ended Aug. 28, 1937.	Week ended Aug. 29, 1936.	Nov. 1 1936 to Aug. 28, 1937.
PORK.			
United Kingdom.....	bbls.	bbls.	bbls.
Continent .....	.....	.....	.....
Total .....	.....	.....	276

BACON AND HAM.

	M lbs.	M lbs.	M lbs.
United Kingdom.....	895	1,622	94,594
Continent .....	.....	.....	219
B. N. A. Colonies.....	.....	.....	20
Other countries.....	.....	.....	4
Total	895	1,622	94,925

LARD.

	M lbs.	M lbs.	M lbs.
United Kingdom.....	651	1,347	78,990
Continent	7	22	2,221
Sth. and Ctl. America...	.....	.....	1,867
West Indies.....	.....	.....	4,558
B. N. A. Colonies.....	.....	.....	137
Other countries.....	2	.....	8
Total	660	1,369	87,281

TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Bacon and Ham, M lbs.	Lard, M lbs.
New York.....	512	10
Boston	22	.....
Montreal	361	648
Halifax	2
Total week.....	895	660
Previous week.....	294	2,180
2 weeks ago.....	5	1,035	1,989
Cor. week 1936.....	1,622	1,369

SUMMARY NOV. 1, 1936 TO AUG. 28, 1937.

	1936-'37.	1935-'36.	Increase.	De- crease.
Pork, M lbs....	55	241	.....	196
Bacon and Ham, M lbs.....	94,925	72,473	22,452	.....
Lard, M lbs....	87,281	85,636	1,644	.....

LIVERPOOL PROVISION STOCKS

Provision stocks on hand Sept. 1,
1937, as estimated by Liverpool Trade
Association:

	Sept. 1, 1937.	Aug. 1, 1937.	Sept. 1, 1936.
Bacon, lbs.	13,552	25,424	295,904
Ham, lbs.	443,968	200,552	2,856,734
Shoulders, lbs. ....	.....	560	15,120
Butter, cwt.*	8,008	9,700	17,582
Cheese, cwt.*	26,555	15,141	18,974
Lard, steam (U.S.) tons	22	69	5
Lard, steam (Canada) tons	37	15	.....
Lard, steam (Argentina) tons	92	2	9
Lard, refined (U.S.) tons	605	643	933
Lard, refined (Canada) tons	59	68	65
Lard, refined (Can. & So. Amer.) tons.....	4	15	89

*(Ton of 2,240 lbs., cwt., 112 lbs.)

LIVERPOOL PROVISION PRICES

Prices of first quality product at
Liverpool for the week of August 18,
1937, with comparisons, were quoted as
follows:

	Aug. 18, 1937.	Aug. 4, 1937.	Aug. 19, 1936.
American green bellies.Nominal		\$18.64	\$17.28
Danish Wiltshire sides..\$23.19		23.37	22.45
Canadian green sides....	22.15	22.37	20.54
American short cut green hams	24.52	24.82	20.07
American refined lard...	14.86	15.04	13.92

LIVE STOCK MARKETS

WEEKLY REVIEW

AUGUST LIVESTOCK MARKETS

Livestock receipts at Chicago during August were the second smallest for that month in 52 years, with prices the highest in several years. Average price for steers, \$14, was the highest for August since 1929. The July average was \$13.95, compared to \$8.50 in August a year ago. Hog average, \$11.85, was 20c higher than in July and \$1.75 higher than in August, 1936. Lamb average, \$10.75, was 5c higher than in July and compares with \$9.50 in August a year ago. The price was the highest for August since 1929.

While declines were evident in receipts of all classes of livestock, the greatest falling off was in hogs, receipts at Chicago totaling only 202,972 head, smallest for August on record. Both cattle and calf receipts were among the smallest of record for the month. Sheep receipts, on the other hand, were the largest for the month of August in the last four years.

Average weight of hogs in August, 274 lbs., was the heaviest for any month so far this year. It compares with 269 lbs. in July, 270 lbs. in August a year ago, 265 lbs. two years ago and 249 lbs. in August 1934.

Hog receipts at 11 principal markets totaled only 706,000 head, smallest on record for the month. This compares with 1,037,000 head in August, 1936, 720,000 in 1935 and 1,277,000 in August, 1934.

SLAUGHTER CATTLE OUTLOOK

Combined slaughter of cattle and calves under federal inspection in the first 7 months of 1937 exceeded that for commercial account in any corresponding period of record. Records of state of origin of market supplies of cattle and calves during the first half of 1937 show a very heavy movement of cattle from

Texas and relatively large shipments from other Southwestern states and most of the states west of the Rocky Mountains; also fairly large shipments from the East North Central and North Atlantic States. Shipments of calves also were very large from Texas and from the dairy sections of most of the middle Western states.

Marketings of cattle and calves in the South also were much larger than average, and reflected the increased production that has taken place in that area in recent years.

Slaughter of both cattle and calves during the first half of 1937 was somewhat larger than was expected at the end of 1936, and included a much larger than average proportion of cows and heifers. The high prices for all feeds and the short supplies of grain in many areas accounted for the heavy marketings from many states. The heavy movement from Texas, although in part caused by feed shortage in limited sections, seems to have been largely in response to the relatively high prices prevailing during the spring and early summer for all kinds of slaughter cattle and calves.

Except for areas where drought conditions during the last few years have greatly reduced cattle numbers, fairly heavy marketings of both cattle and calves are not unlikely during the remainder of 1937; as prices apparently are high enough to encourage shipments. It is not expected, however, that slaughter in the last 5 months of the year will be as large as the very large slaughter in the corresponding period of 1936 when 5,183,000 cattle and 2,650,000 calves were slaughtered under federal inspection. Slaughter of both cattle and calves during the August-December period this year probably will not be greatly different from that in the same period of 1935, when the totals under federal inspection were 4,692,000 cattle and 2,259,000 calves.

RECEIPTS AT CHIEF CENTERS

Week ended August 28, 1937:

At 20 markets:

	Cattle.	Hogs.	Sheep.
Week ended August 28.	217,000	216,000	322,000
Previous week	255,000	205,000	335,000
1936	252,000	279,000	333,000
1935	253,000	206,000	314,000
1934	568,000	311,000	428,000

At 11 markets:

	Cattle.	Hogs.	Sheep.
Week ended August 28.	160,000	130,000	173,000
Previous week	194,000	131,000	163,000
1936	205,000	188,000	229,000
1935	179,000	128,000	159,000
1934	439,000	218,000	259,000
1933	439,000	218,000	259,000
1932	164,000	1,101,000	1,268,000
	177,000	275,000	332,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended August 28.	160,000	130,000	173,000
Previous week	194,000	131,000	163,000
1936	205,000	188,000	229,000
1935	179,000	128,000	159,000
1934	439,000	218,000	259,000
1933	439,000	218,000	259,000
1932	164,000	1,101,000	1,268,000
	177,000	275,000	284,000

U. S. INSPECTED HOG KILL

At 8 points for the week ended August 27, 1937:

	Week ended Aug. 27.	Prev. week	Cor. week 1934.
Chicago	52,765	49,370	44,666
Kansas City, Kansas	20,760	18,149	21,914
Omaha	13,460	15,798	17,888
St. Louis & East St. Louis	33,921	26,988	36,594
St. Joseph	9,858	9,777	10,151
St. Paul	8,376	4,822	10,775
N. Y., Newark and J. O.	18,949	14,347	28,972
	24,705	21,846	28,967
Total	180,774	161,097	200,162

EARLY LAMBS IN MISSISSIPPI

Sheep production in Mississippi is being revived and is proving a profitable farm enterprise, particularly with the increase in packinghouse outlets nearby, state sources point out. South-down and Hampshire crosses, popular for the production of early lambs, are being made, as well as crosses for better wool production with Rambouillet breeding stock.



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CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., September 2, 1937—At 20 concentration points and 10 packing plants in Iowa and Minnesota, hog trade this week found general quality as undesirable as any time this season. Compared with last week's close, prices of both butcher hogs and packing sows were 30@40c lower. Good to choice 180 to 250 lb. hogs at plants were mostly \$10.80@11.00, few choice \$11.05@11.10; concentration yard bids \$10.50@10.85, the inside price covering less severe sorts. Good to choice 250 to 270 lb. hogs were \$10.60@10.80; 270 to 290 lb., \$10.40@10.70; 290 to 350 lb., \$10.00@10.50; medium to good grade 160 to 180 lb., \$9.75@10.55 and comparable light lights \$8.90@9.75. Light and medium weight sows, \$9.10@9.45, few best lightweights \$9.50 or slightly higher; heavier kinds down to \$8.65.

Receipts week ended September 2, 1937:

	This week.	Last week.
Friday, August 27.....	11,000	8,000
Saturday, August 28.....	7,200	6,600
Monday, August 30.....	14,500	20,700
Tuesday, August 31.....	7,400	10,600
Wednesday, September 1.....	10,000	12,100
Thursday, September 2.....	12,200	11,900

CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.				
Up to 1,050 lbs.				
Top Prices	Week ended Aug. 28.	Last week.	Same week 1936.	
Toronto.....	\$10.00	\$10.00	\$ 6.00	
Montreal.....	8.50	9.50	6.00	
Winnipeg.....	9.00	9.00	6.50	
Calgary.....	6.50	7.75	4.50	
Edmonton.....	6.00	6.00	4.50	
Prince Albert.....	6.00	6.00	2.75	
Moose Jaw.....	7.00	7.00	4.50	
Saskatoon.....	6.00	6.50	5.00	

VEAL CALVES.				
Toronto.....	\$10.50	\$10.50	\$ 8.25	
Montreal.....	9.00	8.50	7.50	
Winnipeg.....	7.00	7.00	5.50	
Calgary.....	6.00	5.50	3.50	
Edmonton.....	6.00	5.50	4.00	
Prince Albert.....	5.00	4.75	3.50	
Moose Jaw.....	5.00	5.00	4.00	
Saskatoon.....	6.00	5.50	4.00	

BACON HOGS.				
Toronto.....	\$10.25	\$11.10	\$ 9.10	
Montreal (1).....	10.50	10.75	9.75	
Winnipeg (1).....	9.75	10.35	9.25	
Calgary.....	9.50	10.20	8.90	
Edmonton.....	9.00	10.10	8.85	
Prince Albert.....	9.50	10.25	9.00	
Moose Jaw.....	9.50	10.20	9.00	
Saskatoon.....	5.50	10.25	9.00	

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

GOOD LAMBS.				
Toronto.....	\$ 9.50	\$ 9.25	\$ 8.25	
Montreal.....	9.00	8.50	7.00	
Winnipeg.....	8.00	8.00	6.25	
Calgary.....	6.25	7.00	5.50	
Edmonton.....	6.50	7.00	5.25	
Prince Albert.....	7.00	7.00	5.25	
Moose Jaw.....	7.00	7.00	5.00	
Saskatoon.....	7.25	7.15	5.50	

NEW YORK LIVE STOCK

Receipts week of August 28, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City.....	4,268	10,006	3,097	34,152
Central Union.....	1,771	1,190	.....	19,440
New York.....	215	3,450	11,554	3,609
Total.....	6,254	15,246	14,651	57,201
Last week.....	5,927	15,543	12,951	51,254
Two weeks ago.....	5,567	16,962	12,400	52,848

Week Ending September 4, 1937

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, September 2, 1937, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded).	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. wt., 140-160 lbs.,					
Good-choice.....	\$10.00@11.25	\$10.25@11.00	\$ 9.00@10.25	\$ 9.75@10.75	\$10.25@11.00
Medium.....	9.50@10.90	9.60@10.75	8.20@ 9.90	9.25@10.25	9.75@10.75
Lt. wt., 160-180 lbs.,					
Good-choice.....	10.90@11.60	10.75@11.35	9.90@11.10	10.25@11.20	10.75@11.25
Medium.....	10.00@11.05	10.10@11.25	8.75@10.85	9.85@10.85	10.25@11.00
Lt. wt., 180-200 lbs.,					
Good-choice.....	11.05@11.70	11.20@11.40	10.65@11.20	10.85@11.25	11.00@11.25
Medium.....	10.50@11.15	10.65@11.20	9.50@10.90	10.50@11.00	10.50@11.00
Med. wt.,					
200-220 lbs., gd-ch.....	11.15@11.70	11.15@11.40	10.90@11.20	11.00@11.25	11.00@11.25
220-250 lbs., gd-ch.....	11.25@11.70	11.10@11.30	10.90@11.20	11.00@11.25	11.00@11.25
Hvy. wt.,					
250-290 lbs., gd-ch.....	11.10@11.50	10.80@11.20	10.40@11.10	10.70@11.15	10.50@11.10
290-350 lbs., gd-ch.....	10.65@11.35	10.60@11.00	10.10@10.50	10.25@10.80	10.00@10.60
PACKING SOWS:					
275-350 lbs., good.....	9.90@10.00	9.65@10.00	9.25@ 9.50	9.75@10.00	9.40@ 9.75
350-425 lbs., good.....	9.65@ 9.90	9.40@ 9.55	9.25@ 9.40	9.40@ 9.55	9.15@ 9.55
425-550 lbs., good.....	9.25@ 9.85	9.25@ 9.90	8.90@ 9.55	9.00@ 9.75	9.00@ 9.35
275-550 lbs., medium.....	8.50@ 9.90	8.75@ 9.60	8.25@ 9.15	8.75@ 9.75	9.00@ 9.40
SLAUGHTER PIGS, 100-140 lbs.:					
Good-choice.....	9.50@10.65	9.00@10.50	.....	9.50@10.00	9.75@10.50
Medium.....	9.00@10.00	8.50@10.25	.....	9.00@ 9.75	.....
Slaughter Cattle, Calves and Vealers:					
STEERS, 550-900 lbs.,					
Choice.....	13.00@16.50	12.50@15.50	12.25@16.50	12.25@15.75	14.25@16.25
Good.....	10.75@15.25	10.75@14.75	10.50@14.75	10.25@14.50	10.75@14.75
Medium.....	8.50@11.25	9.00@11.25	8.25@11.00	7.50@10.50	7.75@11.00
Common (plain).....	6.25@ 9.00	6.75@ 9.00	6.25@ 8.75	6.00@ 8.00	6.00@ 8.00
STEERS, 900-1100 lbs.,					
Prime.....	16.50@17.75	.....	.....	.....	.....
Choice.....	15.25@17.25	14.75@16.00	14.75@16.75	14.50@16.25	14.75@16.75
Good.....	11.25@16.00	11.25@15.25	11.00@15.25	10.75@15.00	11.00@14.75
Medium.....	9.00@12.00	9.00@11.25	8.75@11.75	8.00@11.75	8.00@11.25
Common (plain).....	7.25@ 9.25	7.25@ 9.25	6.50@ 9.25	6.50@ 8.75	6.50@ 8.25
STEERS, 1100-1300 lbs.,					
Prime.....	17.25@18.50	.....	.....	.....	.....
Choice.....	16.00@17.75	15.25@16.25	15.25@17.00	15.00@16.50	14.75@16.75
Good.....	12.00@16.25	12.00@15.50	11.75@15.25	11.75@15.50	11.25@15.00
Medium.....	9.25@12.50	9.50@12.00	9.25@12.25	8.75@12.50	8.25@11.50
STEERS, 1300-1500 lbs.,					
Prime.....	17.75@18.50	.....	.....	.....	.....
Choice.....	16.25@17.75	15.50@16.25	15.25@17.00	.....	15.00@16.75
Good.....	12.50@16.25	12.00@15.50	12.25@15.25	.....	11.50@15.00
HEIFERS, 550-750 lbs.,					
Choice.....	14.00@15.25	12.50@14.50	12.25@14.75	11.50@14.25	12.25@14.25
Good.....	10.50@14.00	10.25@12.50	10.25@12.25	9.50@12.25	9.75@12.25
Common (plain), medium.....	8.75@10.50	5.50@10.25	5.00@10.50	5.00@ 9.75	4.85@ 9.75
HEIFERS, 750-900 lbs.,					
Good-choice.....	10.75@15.50	.....	10.50@15.00	9.75@14.50	9.75@14.50
Common (plain), medium.....	6.00@10.75	.....	5.25@10.50	5.00@ 9.75	5.00@10.00
COWS:					
Choice.....	8.50@10.00	.....	8.25@ 9.75	.....	.....
Good.....	6.50@ 8.50	7.00@ 9.50	6.25@ 8.25	6.00@ 8.00	6.00@ 7.75
Common (plain), medium.....	4.90@ 6.50	5.00@ 7.00	4.75@ 6.50	4.50@ 7.00	4.50@ 6.00
Low cutter-cutter.....	3.50@ 4.90	3.50@ 5.00	3.75@ 4.75	3.25@ 4.50	3.00@ 4.50
BULLS (Yearlings excluded):					
Good (beef).....	6.75@ 8.50	6.50@ 7.50	6.50@ 7.25	6.00@ 6.75	6.00@ 7.00
Cutter, com. (plain), med.....	5.00@ 6.75	4.75@ 6.50	5.00@ 6.75	4.25@ 6.00	4.25@ 6.00
VEALERS:					
Good-choice.....	11.00@12.00	10.00@11.25	8.00@10.00	8.00@10.50	9.00@11.00
Medium.....	9.50@11.00	8.50@10.00	6.50@ 8.00	6.00@ 8.00	7.00@ 9.00
Cull-common (plain).....	7.50@ 9.50	4.75@ 8.50	4.50@ 6.50	5.00@ 6.00	4.00@ 7.00
CALVES, 250-500 lbs.,					
Good-choice.....	8.00@12.00	8.00@11.75	7.00@11.00	7.00@11.00	7.50@10.50
Common (plain), medium.....	6.00@ 8.00	5.00@ 8.00	4.50@ 7.00	4.50@ 7.25	4.50@ 7.50
Slaughter Lambs and Sheep:					
SPRING LAMBS:					
Choice.....	10.90@11.15	10.75@11.25	10.65@11.10	10.25@11.00	10.60@11.00
Good.....	9.75@10.90	10.25@10.75	10.00@10.65	9.50@10.25	10.00@10.60
Medium.....	8.50@ 9.75	8.50@10.25	9.50@10.00	8.25@ 9.50	9.25@10.00
Common (plain).....	7.50@ 8.50	7.00@ 8.50	8.25@ 9.50	7.00@ 8.25	8.00@ 9.25
Yearlings wethers (shorn):					
Good-choice.....	.....	.....	7.25@ 8.50	7.50@ 8.50	7.75@ 8.75
Medium.....	.....	.....	6.25@ 7.25	6.50@ 7.50	7.00@ 7.75
EWES (shorn):					
Good-choice.....	3.25@ 4.25	3.25@ 4.25	3.00@ 3.75	3.00@ 4.00	3.25@ 4.00
Common (plain), medium.....	2.25@ 3.25	2.00@ 3.25	1.50@ 3.00	1.75@ 3.00	1.75@ 3.25

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, August 28, 1937, as reported to The National Provisioner:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,093	2,601	6,456
Swift & Co.	2,863	3,417	5,291
Morris & Co.	2,041	2,925	4,325
Wilson & Co.	4,524	2,406	6,334
Anglo-Amer. Prov. Co.	680	.....	.....
G. H. Hammond Co.	2,162	.....	.....
Shippers	12,542	5,358	8,656
Others	10,218	12,896	10,477
Brennan Packing Co.	1,786	hogs:	.....
Packing Co., Inc.	2,181	hogs:	.....
Agar Packing Co.	4,346	hogs:	.....

Total: 39,123 cattle; 7,405 calves; 33,990 hogs; 40,139 sheep.

Not including 1,014 cattle, 577 calves, 17,355 hogs and 18,970 sheep bought direct.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,855	1,409	2,379	4,216
Cudahy Pkg. Co.	2,828	1,594	1,223	3,380
Swift & Co.	3,594	1,496	1,916	3,463
Wilson & Co.	2,743	1,434	1,417	3,161
Indep Pkg. Co.	.....	.....	307	.....
Kornblum Pkg. Co.	1,208	.....	.....	.....
Others	7,945	326	1,530	6,061

Total: 22,163 cattle; 6,229 calves; 8,772 hogs; 20,281 sheep.

Not including 13,638 hogs bought direct.

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,048	.....	1,377	6,019
Cudahy Pkg. Co.	3,895	.....	1,955	7,263
Doid Pkg. Co.	2,828	.....	1,468	.....
Morris & Co.	1,948	.....	1,311	1,631
Swift & Co.	3,424	.....	1,814	6,796
Others	.....	.....	5,103	26,593

Eagle Pkg. Co., 32 cattle; Greater Omaha Pkg. Co., 118 cattle; Geo. Hoffman Pkg. Co., 39 cattle; Lewis Pkg. Co., 521 cattle; Omaha Pkg. Co., 107 cattle; John Roth Pkg. Co., 118 cattle; So. Omaha Pkg. Co., 195 cattle; Lincoln Pkg. Co., 306 cattle; Wilson & Co., 374 cattle.

Total: 14,972 cattle & calves; 13,023 hogs; 48,302 sheep.

Not including 76 cattle, 4,084 hogs and 3,010 sheep bought direct.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,169	1,708	3,779	4,896
Swift & Co.	3,527	3,048	5,148	4,990
Morris & Co.	2,010	1,312	774	409
Hunter Pkg. Co.	1,065	866	2,674	984
Hell Pkg. Co.	.....	.....	1,612	.....
Krey Pkg. Co.	.....	.....	2,293	.....
Laclede Pkg. Co.	.....	.....	850	.....
Shippers	8,933	7,489	7,350	21,344
Others	4,747	611	10,468	1,445

Total: 22,353 cattle; 14,584 calves; 34,606 hogs; 34,068 sheep.

Not including 1,692 cattle, 5,305 calves, 19,954 hogs and 2,979 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,011	868	3,623	9,093
Armour and Co.	1,845	824	2,525	4,607
Others	1,380	100	862	2,881

Total: 5,236 cattle; 1,801 calves; 7,010 hogs; 16,581 sheep.

Not including 134 hogs bought direct.

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,295	264	2,551	2,108
Armour and Co.	2,010	220	3,436	2,552
Swift & Co.	1,798	250	2,113	2,567
Shippers	2,316	40	2,480	1,055
Others	833	28	17	2

Total: 8,752 cattle; 802 calves; 10,597 hogs; 8,284 sheep.

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,906	2,819	7,791	6,022
Cudahy Pkg. Co.	940	1,583	.....	.....
M. Riffin & Son	393	23	.....	.....
Swift & Co.	5,078	4,017	9,937	15,959
United Pkg. Co.	2,205	205	.....	.....
Others	340	257	555	10,202

Total: 11,862 cattle; 8,934 calves; 18,283 hogs; 32,183 sheep.

Not including 11 calves and 821 hogs bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,427	919	2,785	887
Doid Pkg. Co.	669	184	1,788	15
Wichita D. B. Co.	14	.....	.....	.....
Dunn-Ostertag	126	.....	.....	.....
Fred W. Doid	125	.....	278	.....
Sunflower Pkg. Co.	42	.....	86	1
Pioneer Cattle Co.	26	.....	.....	.....
Keefe Pkg. Co.	199	.....	.....	.....

Total: 2,568 cattle; 1,053 calves; 4,937 hogs; 903 sheep.

Not including 1,610 hogs bought direct.

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,833	1,041	3,380	403
Wilson & Co.	1,763	1,235	3,390	421
Others	270	35	430	.....

Total: 3,866 cattle; 2,311 calves; 7,200 hogs; 824 sheep.

Not including 18 cattle and 265 hogs bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	594	206	909	18,070
Swift & Co.	663	178	1,535	16,654
Cudahy Pkg. Co.	591	220	572	1,881
Others	2,875	420	674	19,811

Total: 5,023 cattle; 1,024 calves; 3,690 hogs; 56,416 sheep.

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Planckinton Pkg. Co.	1,852	2,509	5,532	1,257
Omaha Pkg. Co., Chi.	394	.....	1,001	.....
Armour & Co., Mil.	924	1,236	.....	.....
N. Y. B. D. M. Co.	40	.....	.....	.....
Michels Pkg. Co.	22	32	.....	11
Shippers	161	26	79	35
Others	888	927	31	253

Total: 4,281 cattle; 4,730 calves; 5,642 hogs; 2,557 sheep.

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan Co.	1,595	755	3,545	3,109
Armour and Co.	1,080	295	1,041	.....
Hilgmeier Bros.	6	.....	630	.....
Stumpf Bros.	.....	.....	104	.....
Meier Pkg. Co.	53	11	182	.....
Maass Hartman Co.	42	25	.....	.....
Wabnitz and Deters	53	95	291	107
Stark & Wetzel	98	26	199	.....
Shippers	3,059	2,047	19,904	9,885
Others	1,436	228	229	748

Total: 7,422 cattle; 3,482 calves; 26,125 hogs; 13,849 sheep.

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son	.....	26	.....	490
E. Kahn's Sons	731	307	5,947	2,994
Lohrey Pkg. Co.	.....	5	109	.....
H. H. Meyer Pkg. Co.	24	.....	2,663	.....
J. Schlachter & Son	172	201	.....	84
J. F. Schroth P. Co.	19	.....	1,958	.....
J. F. Stegner & Co.	331	179	.....	41
Shippers	296	4,187	4,296	.....
Others	1,738	920	552	833

Total: 3,286 cattle; 1,633 calves; 15,416 hogs; 8,508 sheep.

Not including 470 cattle and 1,189 sheep bought direct.

RECAPITULATION.

CATTLE.

	Week ended Aug. 28.	Prev. week.	Cor. week, 1936.
Chicago	39,123	33,209	44,559
Kansas City	22,163	26,310	30,221
Omaha	14,972	20,880	22,213
East St. Louis	22,353	29,444	23,545
St. Joseph	5,236	6,734	8,197
St. Paul	11,862	16,807	17,049
Sioux City	8,752	9,031	14,904
Oklahoma City	3,866	7,200	6,730
Wichita	2,568	3,129	3,227
Denver	5,023	4,962	4,777
St. Paul	11,862	16,807	17,049
Milwaukee	4,281	4,309	4,534
Indianapolis	7,422	6,325	7,254
Cincinnati	3,286	2,910	4,404
Ft. Worth	.....	8,181	.....

Total: 150,907 cattle; 179,487 calves; 191,023 hogs.

*Cattle and calves.

HOGS.

	Week ended Aug. 28.	Prev. week.	Cor. week, 1936.
Chicago	33,990	36,569	38,064
Kansas City	8,772	8,075	10,785
Omaha	13,023	15,109	24,340
East St. Louis	34,666	26,304	39,391
St. Joseph	7,010	5,295	11,021
Sioux City	10,597	11,648	15,308
Oklahoma City	7,200	6,692	6,826
Wichita	4,937	3,331	3,289
Denver	3,690	2,873	3,849
St. Paul	18,283	18,320	26,594
Milwaukee	5,642	5,047	10,243
Indianapolis	26,125	20,443	27,189
Cincinnati	15,416	12,149	18,604
Ft. Worth	.....	4,293	.....

Total: 189,356 hogs; 176,058 calves; 230,503 sheep.

SHEEP.

	Week ended Aug. 28.	Prev. week.	Cor. week, 1936.
Chicago	40,139	24,557	40,680
Kansas City	20,281	20,199	14,505
Omaha	48,302	41,345	18,620
East St. Louis	34,068	29,638	16,000
St. Joseph	16,581	11,112	14,452
St. Paul	8,284	7,511	7,841
Sioux City	8,284	1,370	1,517
Oklahoma City	824	98	8,441
Wichita	98	376	8,441
Denver	56,416	56,116	53,025
St. Paul	32,183	48,195	30,780
Milwaukee	2,557	1,964	1,566
Indianapolis	13,849	11,704	6,604
Cincinnati	8,508	10,669	7,550
Ft. Worth	.....	4,283	.....

Total: 282,895 sheep; 264,519 calves; 216,504 hogs.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 23	17,838	3,948	12,769	11,097
Tues., Aug. 24	6,842	1,689	15,632	8,706
Wed., Aug. 25	8,776	1,259	9,592	9,270
Thurs., Aug. 26	3,921	1,303	7,388	10,924
Fri., Aug. 27	1,152	208	4,704	7,748
Sat., Aug. 28	500	100	3,000	6,000

Total this week: 39,029 cattle; 8,507 calves; 53,085 hogs; 56,814 sheep.

Previous week: 35,033 cattle; 8,804 calves; 45,658 hogs; 47,473 sheep.

Year ago: 44,707 cattle; 9,079 calves; 50,329 hogs; 55,312 sheep.

Two years ago: 38,579 cattle; 8,554 calves; 45,862 hogs; 50,081 sheep.

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 23	3,209	498	2,062	182
Tues., Aug. 24	2,736	593	899	776
Wed., Aug. 25	3,577	359	676	912
Thurs., Aug. 26	1,988	302	1,063	2,546
Fri., Aug. 27	754	82	581	2,022
Sat., Aug. 28	100	.....	200	200

Total this week: 12,364 cattle; 1,834 calves; 5,411 hogs; 4,658 sheep.

Previous week: 10,841 cattle; 1,491 calves; 3,718 hogs; 3,916 sheep.

Year ago: 15,167 cattle; 1,289 calves; 7,177 hogs; 10,284 sheep.

Two years ago: 12,719 cattle; 1,073 calves; 5,673 hogs; 3,908 sheep.

AUGUST AND YEAR RECEIPTS.

Receipts thus far this month and 1937 to date with comparisons:

	August 1937.	1936.	1937.	1936.
Cattle	149,391	200,899	1,233,316	1,361,704
Calves	33,153	35,774	311,120	266,969
Hogs	182,010	241,710	2,454,747	2,445,046
Sheep	200,655	173,318	1,620,088	1,514,877
Horses	740	1,305	10,626	12,093

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Aug. 28.	\$14.30	\$11.25	\$3.75	\$10.50
Previous week.....	13.90	11.80	4.50	10.50
1936	8.75	10.15	2.65	9.15
1935	10.80	10.55	2.90	8.95
1934	8.25	7.45	2.00	6.25
1933	5.75	3.75	2.35	6.25
1932	7.70	4.10	2.00	5.85

OCK

Chicago Union
live periods:

Hogs.	Sheep.
2,769	11,007
5,632	9,768
9,592	9,279
7,388	10,924
4,704	8,748
3,000	6,000

3,098	55,814
5,858	47,473
40,329	55,812
5,862	59,061

Hogs.	Sheep.
2,062	182
889	796
676	912
1,053	2,546
581	2,022
200	200

5,411	6,653
9,718	3,016
7,171	10,234
5,673	3,908

PTS.
1937 to date
Year
1936.
316 1,361,704
120 266,969
747 2,445,048
1,514,877
628 12,383

VESTOCK.
sheep, Lamb.
\$3.75 \$10.50
4.50 10.50
2.65 9.10
2.90 8.90
2.00 6.25
2.35 6.20
2.20 5.50
\$2.40 \$ 7.20

KERS.
Hogs, Sheep.
7,674 50,156
1,807 45,290
9,043 48,574
7,771 55,442
9,065 54,623
4,650 77,297

PRICES.
Prices
Op. Av.
12.05 \$11.25
13.45 11.80
11.80 10.15
11.85 10.55
8.05 7.45
4.55 3.75
4.85 4.10
8.20 \$ 7.20

TS.
Federal In-
st 27, 1937:
52,765
49,370
44,668
51,707

TS.
Chicago packers
pt. 2, 1937:
Prev.
week.
29,157
15,886
5,297
50,340

UGUST

ge of top
ck Yards,
parisons,
Co.:
AUG.
1936.
148,060
214
\$11.80
11.10
10.76

visioner

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended August 28, 1937.

CATTLE.	Week ended Aug. 28.	Prev. week.	Cor. week. 1936.
Chicago	27,595	24,411	30,416
Kansas City	28,392	32,833	38,698
Omaha*	14,200	19,655	21,780
East St. Louis.	13,420	23,111	24,413
St. Joseph	6,008	6,213	9,598
Sioux City	7,196	7,465	12,610
Wichita	3,621	4,229	4,724
Philadelphia	1,754	1,808	1,429
Indianapolis	1,681	1,560	2,116
New York & Jersey City.	7,757	7,645	9,229
Oklahoma City*	5,195	11,976	11,653
Cincinnati	3,897	11,500	4,263
Denver	4,436	5,085	5,145
St. Paul	11,522	12,211	15,000
Milwaukee	3,748	3,776	4,056
Total	140,422	181,659	195,070

*Cattle and calves.

HOGS.	Week ended Aug. 28.	Prev. week.	Cor. week. 1936.
Chicago	52,765	49,370	44,666
Kansas City	20,760	18,149	21,914
Omaha	18,460	15,708	17,833
East St. Louis.	33,921	26,988	36,884
St. Joseph	6,376	4,822	10,775
Sioux City	9,938	9,777	10,151
Wichita	6,547	5,036	4,346
Fort Worth	4,253	4,253	4,253
Philadelphia	9,545	8,846	10,934
Indianapolis	3,948	3,371	8,160
New York & Jersey City.	25,908	21,846	29,619
Oklahoma City	7,465	7,123	7,621
Cincinnati	11,454	25,729	10,695
Denver	2,697	2,822	3,813
St. Paul	18,849	14,347	28,972
Milwaukee	4,615	5,047	9,251
Total	228,248	223,364	255,639

SHEEP.	Week ended Aug. 28.	Prev. week.	Cor. week. 1936.
Chicago	50,453	44,518	41,759
Kansas City	20,281	20,199	14,505
Omaha	24,978	22,973	21,567
East St. Louis.	12,724	15,028	13,743
St. Joseph	15,700	9,546	10,906
Sioux City	7,228	6,294	6,277
Wichita	903	876	844
Fort Worth	4,293	4,293	4,293
Philadelphia	4,788	5,525	2,949
Indianapolis	3,288	2,750	1,837
New York & Jersey City.	63,399	64,129	57,585
Oklahoma City	824	1,370	1,517
Cincinnati	6,019	29,927	7,860
Denver	12,507	10,595	8,697
St. Paul	21,981	19,760	23,416
Milwaukee	2,540	1,364	1,558
Total	245,613	259,017	213,620

KINDS OF LIVESTOCK KILLED

Slaughter of cows and heifers under federal inspection during July, 1937, was the largest of record for the month. Steer slaughter was the smallest for July during the 15 years of record and the smallest for any month since June, 1935. The percentage of each class slaughtered during July, 1937, compared with June and July a year earlier is reported as follows:

	July, 1937.	June, 1937.	July, 1936.
Cattle—	Per cent.	Per cent.	Per cent.
Steers	39.15	44.78	49.08
Bulls and stags	56.37	50.77	46.00
Cows and heifers	4.48	4.45	4.83
Hogs—			
Sows	60.97	56.42	63.79
Barrows	37.49	42.14	35.10
Stags and boars	1.54	1.44	1.11
Sheep and lambs—			
Sheep	5.96	7.27	9.11
Lambs and yearlings	94.06	92.73	90.89

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.	
STEERS, carcass	Week ending August 28, 1937.....	6,710	2,143	2,094
	Week previous	6,848	2,255	1,845
	Same week year ago.....	9,244½	3,134	2,864
COWS, carcass	Week ending August 28, 1937.....	2,964	2,006	2,605
	Week previous	2,863½	1,785	3,096
	Same week year ago.....	998	1,623	1,437
BULLS, carcass	Week ending August 28, 1937.....	221	537	20
	Week previous	317½	588	29
	Same week year ago.....	285	647	10
VEAL, carcass	Week ending August 28, 1937.....	10,730	1,758	829
	Week previous	11,700	2,034	816
	Same week year ago.....	12,461	1,908	717
LAMB, carcass	Week ending August 28, 1937.....	44,355	11,988	13,925
	Week previous	38,869	12,731	15,051
	Same week year ago.....	31,936	11,617	14,477
MUTTON, carcass	Week ending August 28, 1937.....	3,506	846	1,325
	Week previous	3,220	471	678
	Same week year ago.....	1,260	444	219
PORK CUTS, lbs.	Week ending August 28, 1937.....	1,387,662	252,038	218,208
	Week previous	1,163,222	199,996	194,439
	Same week year ago.....	1,052,237	348,245	227,581
BEEF CUTS, lbs.	Week ending Aug 28, 1937.....	363,463	.....	.....
	Week previous	430,606	.....	.....
	Same week year ago.....	408,154	.....	.....

LOCAL SLAUGHTERS.

CATTLE, head	Week ending August 28, 1937.....	7,757	1,754	.....
	Week previous	7,645	1,808	.....
	Same week year ago.....	9,229	1,429	.....
CALVES, head	Week ending August 28, 1937.....	16,222	2,761	.....
	Week previous	16,780	2,763	.....
	Same week year ago.....	14,710	1,910	.....
HOGS, head	Week ending August 28, 1937.....	25,908	9,545	.....
	Week previous	21,735	8,846	.....
	Same week year ago.....	29,610	10,934	.....
SHEEP, head	Week ending August 28, 1937.....	63,399	4,788	.....
	Week previous	64,129	5,525	.....
	Same week year ago.....	57,585	2,949	.....

SOURCES OF SUPPLY

Percentage of livestock slaughtered during July, bought at stockyards and direct, is reported as follows:

	July, 1937.	June, 1937.	July, 1936.
	Per cent.	Per cent.	Per cent.
Cattle—			
Stockyards	77.87	76.42	80.17
Other	22.13	23.58	19.83
Calves—			
Stockyards	67.56	66.51	74.50
Other	32.44	33.49	25.50
Hogs—			
Stockyards	51.64	50.04	53.65
Other	48.36	49.96	46.35
Sheep and lambs—			
Stockyards	70.49	70.07	79.01
Other	29.51	29.93	20.99

HOG WEIGHTS AND COSTS

Average weight and cost of hogs at 11 principal markets, July, 1937:

	July, 1937.		June, 1937.		July, 1936.	
	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.
Chicago	268	\$11.57	255	\$11.04	268	\$ 9.76
East St. Louis.	216	12.30	213	11.83	216	10.42
Kansas City	236	11.97	228	11.09	222	9.93
Omaha	298	10.83	255	10.49	260	9.12
Sioux City	270	10.93	259	10.55	263	9.16
South St. Joseph.	230	11.61	223	10.97	230	9.50
South St. Paul.	280	10.90	267	10.48	284	8.99
Cincinnati	212	12.36	210	11.32	211	10.76
Denver	238	11.55	230	10.89	236	9.96
Fort Worth	301	11.37	195	10.58	206	9.76
Wichita	231	11.84	229	10.97	221	9.86

PACIFIC COAST LIVESTOCK

Receipts four days ended August 27:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	6,701	2,411	2,300	1,782
San Francisco	1,430	135	2,800	1,150
Portland	3,435	550	4,925	9,635

DIRECTS—Los Angeles: Cattle, 28 cars; calves, 1 car; hogs, 46 cars; sheep, 85 cars. San Francisco: Cattle, 320 head; calves, 40 head; hogs, 950 head; sheep, 2,350 head. Portland: Hogs, 2,276 head.

Order Buyer of Live Stock

L. H. McMURRAY

Indianapolis, Indiana

THE COMMODITY APPRAISAL SERVICE

A. O. Bauman, Manager

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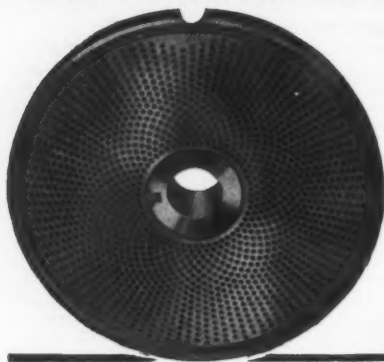
221 N. LaSalle St.

Chicago, Illinois

Week Ending September 4, 1937

Page 45

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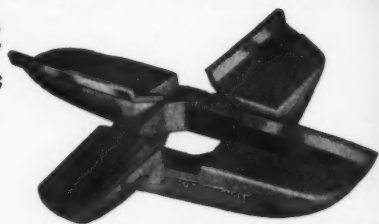


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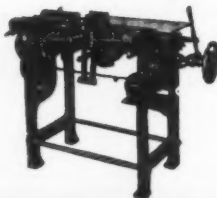
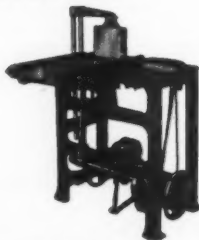
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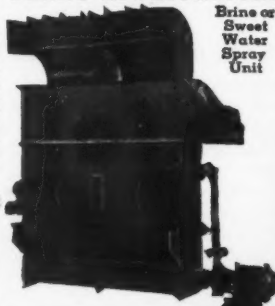
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SAMPLES ON REQUEST

A. C. LEGG PACKING CO.
BIRMINGHAM ALABAMA

Up and Down

Meat Packing 40 Years Ago

(From The National Provisioner, Sept. 4, 1897.)

American packers were urged to shape up hams for export to Germany similar to the cut as made in that country, by letting the skin cover the fat to a larger extent than on the American ham. When hams were trimmed too close they were said to appear fatter than they really were, or fatter than desired by the German trade.

United States exported 1,095,436 cwt. of fresh beef and 217,971 head of cattle to the United Kingdom during the first six months of 1897.

Following the precedent set by Illinois, an anti-color oleomargarine law was passed in Michigan which awaited tests in the courts.

Swarzschild & Sulzberger Co. opened a branch house in Rochester, N. Y., with F. H. Burpee as manager.

Cudahy Packing Co. opened a branch house in Holyoke, Mass.

E. A. Cudahy, president, Cudahy Packing Co., said that cheaper beef and pork were sure to come, as one of the biggest crops of corn and other feeds in the history of the country was being harvested.

Free meat imports would not solve the problem of high-priced meats, said G. F. Sulzberger, vice-president of Sulzberger & Sons Co., on his return from a seven months' trip abroad for the purpose of studying the meat situation. Five months were spent in the Argentine and he was greatly impressed with the future of that country as a source of meat supplies. He believed practically all imported meat would be sold through established packer agencies in this country.

American Meat Packers Association appointed the following members to take care of delegations from specified cities to the convention to be held in Chicago on October 14-16, 1912: Buffalo, A. T. Danahy, Danahy Packing Co.; Pittsburgh, Con Yeager; Philadelphia, John R. Livezey; Cleveland, Jas. B. McCrea; St. Louis, Gustav Bischoff, jr.; Detroit, T. W. Taliaferro; New York, Albert Rohe.

Regulation of slaughterhouses in the District of Columbia was urged upon Congress by the district health inspector.

American Hide and Leather Co. reported a surplus of \$422,820 for the year ended June 30, 1912, which compared with \$104,255 a year earlier and a deficit in 1910.

Chicago News of Today

Edward A. Schenk, president, Columbus Packing Co., Columbus, O., was a visitor in Chicago during the week.

President W. R. Sinclair, Kingan & Co., Indianapolis, Ind., was in Chicago this week.

Fred Six, managing director for Swift International in South America, with headquarters at Buenos Aires, is on a visit to this country and spent some time in Chicago this week.

Julius Lipton, well-known Visking sausage expert, who has been on leave for three months due to ill health, is now back on the job. At present he is making his headquarters at the Chicago plant.

C. W. Rothe, at one time branch house superintendent for the Chicago district of Armour and Company, died recently at his home in Chicago at the age of 80. He began with Armour in 1896 and retired in 1921.

J. W. Hubbard has resigned his connection with the Hubbard Packers' Machinery Co., Red Wing, Minn., and has been appointed sales manager of the Hamler Boiler & Tank Co., Chicago, one of the oldest concerns in this field. He assumed his new duties on September 1.

R. Clement Wilson, managing director, Newforge Ltd., Belfast, No. Ireland, arrived in Chicago this week on his annual visit. His company are manufacturers of provisions, oils and fats and feed meals, with plants in England, Scotland and Ireland. Mr. Wilson keeps

Meat Packing 25 Years Ago

(From The National Provisioner, Sept. 7, 1912.)

August, 1912, recorded highest top on cattle, \$10.65, and highest average price for fat cattle, \$8.80, in the history of the cattle business at Chicago. Top was paid for 1500-lb. steers. Top during July, 1912, was \$9.85, said to be the highest since 1870.



PROVING LARD VALUES

Lard committee of the quality-and-palatibility project sponsored by the National Livestock and Meat Board, met in Chicago to summarize lard values proved by the investigation, which showed superior merits of lard in both bread and cake. Research laboratory of the Institute of American Packers, headed by Dr. W. Lee Lewis (fourth from left) led in this study. Prof. H. J. Gramlich, University of Nebraska, (right) was chairman of the lard committee.

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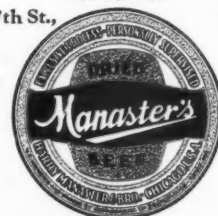
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up to date on processing methods and equipment, and is a firm believer in modernization.

H. H. Corey, vice president, Geo. A. Hormel & Co., Austin, Minn., was in Chicago for a day or two this week.

B. C. Darnall, general manager, Swift & Co., Portland, Ore., was in Chicago during the week on one of his occasional visits to headquarters.

R. C. Pollock, general manager, National Live Stock and Meat Board, is in Des Moines, Ia., this week attending the Iowa State Fair, at which the board has an exhibit.

E. F. Harrington, superintendent of the lard refinery at the Chicago plant of Armour and Company for a number of years, has been transferred to the office of the general plant manager to supervise operations in refined lard and oils and hardening plants.

Dr. Rudolph Planke, head of the Refrigeration Institute at Karlsruhe, Germany, and his colleague, Dr. H. Linde, were guests of the Chicago section of the American Society of Refrigerating Engineers in Chicago this week. In the course of their visit they studied refrigeration methods at the Chicago plant of Armour and Company under the guidance of O. A. Anderson, assistant chief engineer of the company.

Countrywide News Notes

L. O. Burkholder, Pacific coast advertising manager for Cudahy Packing Co., told the Optimists' Club in San Diego, Cal., that the American people eat 60 million lbs. of meat daily, proving by facts and figures that the meat industry is "the oldest, largest and most modern in the world." He said that locally the Cudahy company spent \$2,000,000 annually with stockraisers and paid out \$15,000 weekly in wages and general purchases.

Adolf Nunn, well-known Cleveland retail meat dealer and six times president of the Cleveland meat retailers' association, was elected to membership in the T-Bone Club at the recent Cincinnati convention of the National Association of Retail Meat Dealers. This exclusive national organization of only 99 members includes in its membership only those retailers who have made outstanding contributions locally and nationally to the retail meat industry.

The Marley Company, Kansas City, Mo., manufacturers of cooling towers, have opened a Pacific Coast office at 1144 So. Grand ave., Los Angeles, Calif., in charge of Robert K. Leilich.

Lee C. Blackiston has been made foreman of the beef boning department of the Philadelphia Boneless Beef Co., headed by Harry C. Batt, one of the largest operators in this field in the East.

Eight Wilson & Co. drivers at Oklahoma City, Okla., passed the state drivers' examination with 100 per cent

and six others scored better than 95 per cent, a record which was commented upon favorably by public safety authorities.

Cudahy Packing Co. branch at Lawrence, Mass., was slightly damaged in a recent fire which started in the smokehouse and spread to the elevator shaft.

John E. Morrell, younger son of John H. Morrell, former head of John Morrell & Co., has been made assistant superintendent of the Topeka plant of the company. Graduating from Dartmouth in 1933, he has worked in the Ottumwa plant since that time, and rose to be safety engineer. He is a brother of George A. Morrell, director of publicity of the company.

T. D. Lively has been made manager of the Little Rock branch of Armour and Company, succeeding A. D. Faulkner, who is transferred to the company's Atlanta offices. Mr. Lively has been at Little Rock for 8 years as assistant manager and previously as credit manager.

J. J. Fisher, manager of the Miami, Fla., branch of Swift & Company for the past four years, has been transferred to the company's district offices at Jacksonville and is succeeded at Miami by S. L. Sweeting, manager of the St. Petersburg, Fla., branch for the past nine years.

Carol Butler has been made home economics cooking adviser for Swift & Co., St. Paul, Minn., and will assist in servicing the trade and consumers on new meat items to lend variety to the daily meals. Mrs. Butler is a graduate of the University of Minnesota and a well-known food specialist.

Alexander G. McKenna, chairman of the board of the Pomona Pump Co., Pomona, Calif., died on July 29, at Pasadena after an extended illness. He was



PACKER LABEL DESIGNER

Label design has become a specialized art, particularly for meat packers. This is Gustav Jensen, famous New York artist, who re-designed the Morrell line of labels, and won a first prize at the last Packaging Exposition.

one of California's leading industrialists and although 72 years of age, had been active in business up to the time of his illness. He was responsible for many developments in pump practice.

New York News Notes

President Edward Foss Wilson and vice president W. J. Cawley, Wilson & Co., Chicago, were visitors to New York last week.

George W. Reilly, manager, Wilson & Co., Buenos Aires plant, spent a few days in New York before sailing with Mrs. Reilly on the s.s. Normandie on September 1 for London. After a brief stay in England they will leave for South America, where Mr. Reilly will resume his activities.

J. W. Laughlin who has been with the Jacob Dold Packing Co. for many years, has been appointed manager of the New York plant, succeeding J. H. Lawrence, who recently resigned owing to ill health.

William Heaney, former manager Wilson & Co., Harlem branch, and more recently fresh pork salesman at the company's Westchester market, died suddenly on August 19 at his home. Although in his middle forties, Mr. Heaney had been with the company for 25 years and had a wide acquaintance in meat circles in the New York area.

C. A. Dwyer, beef department, Wilson & Co., Chicago, was a visitor to New York last week.

Alvin Dawson, credit and office manager, Jacob Dold Packing Co., New York plant, is spending a few days at Montauk Point, L. I., and during the balance of his vacation will motor through Connecticut with his family.

Louis Miller, small stock department, Wilson & Co., New York, has just returned from a vacation in the Berkshires.

Geo. E. Mitchell, district manager, Swift & Co., Boston, has been made district manager for the New York territory, succeeding T. E. Ray, who retires on November 1 after many years of service with the company.

T. H. Minton, of the branch house executive organization at Chicago, has been made district manager for New England.

FOOD DAY AT DALLAS FAIR

Packers, refiners, wholesalers, retailers and other food manufacturers and distributors will participate in a "food industries" day on September 19 at the Greater Texas Exposition at Dallas, announces James A. Gallagher, general manager, Union Stock Yards Co. of San Antonio, who is a member of the state packers' and refiners' section appointed to promote and handle food industries' day and participation in it.

Clip this Coupon!

THE MIDLAND PAINT & VARNISH CO.
1324 Marquette, Cleveland, Ohio

Please send me Cleve-O-Cement illustrated
Bulletin and details of your FREE TEST OFFER.

Name

Company

City

State

Cleve-O-Cement is different than any other floor patching material. Not an asphalt product. Waterproof, acid resistant, unaffected by freezing temperatures. Dries hard overnight. Tougher in 24 hours than ordinary cement in 28 days.

Guaranteed to give you the hardest, toughest patch — serviceable as the original floor — or costs you nothing.

**THEN MAKE
THIS TEST
FREE!**

THE MIDLAND PAINT & VARNISH CO.
1324 Marquette Cleveland, O.

CLEVE-O-CEMENT



NEW SYSTEM Rotary Oven

Burns Any Gas

Produces Best Quality
Loaves and Roasts at Low-
est Fuel and Power Cost.

Built for Service

36 loaves or 24 roasts
60 loaves or 48 roasts
90 loaves or 72 roasts

\$350 Small
\$375 Medium
\$475 Large

F.O.B. Factory

Brand Bros., Inc.
410 E. 49th St., New York City

Names of users and complete details on request.



For Better Manufactured

MEAT PRODUCTS

include

**DAIRYLEA
DRIED SKIM MILK**

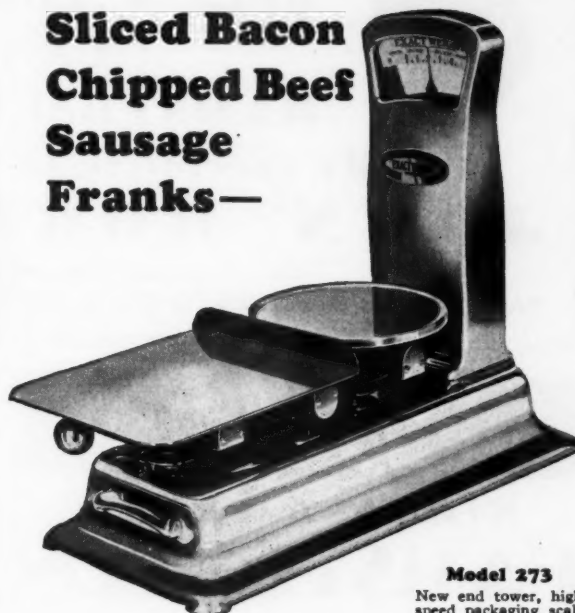
Available in
Northeastern Territory only

DAIRYMEN'S LEAGUE CO-OP. ASS'N. INC.
11 WEST 42nd ST. NEW YORK, N. Y.

Exact Weight Scales

for Check-Weighing

**Sliced Bacon
Chipped Beef
Sausage
Franks—**



Model 273
New end tower, high
speed packaging scale

Inaccuracy of a packaging scale may mean that instead of having actually 16 ozs. in a pound of sliced bacon, the scales may be packing 16½ ozs. or more. Taking such a possible error as an example, the extra half ounce in one package is negligible, but if a thousand packages are weighed in one day by that packer, then 500 ounces or 31.25 lbs. are actually being given away. Multiply this overweight by the average number of working days in the year (260), and this half ounce overweight will amount to 8,125 lbs. of sliced bacon, thereby sacrificing a normal profit due to poor or improper check-weighing equipment.

Write today for full
details for your plant.

EXACT WEIGHT SCALE COMPANY

400 W. Fifth Ave.

Columbus, Ohio

"THERE IS NO SUBSTITUTE FOR EXACT WEIGHT"

BEFORE YOU BUY

Investigate WHAT THESE PACKERS OFFER



BEEF • PORK • VEAL • LAMB
CANNED FOODS
HAMS • BACON • LARD • SAUSAGE

We specialize in carlot beef sales

JOHN MORRELL & CO.

General Offices: OTTUMWA, IOWA

Packing Plants: OTTUMWA, IOWA; SIOUX FALLS, SOUTH DAKOTA; TOPEKA, KANSAS

Dold
NIAGARA BRAND
HAMS & BACON

SHIPPERS OF STRAIGHT AND MIXED CARS OF

BEEF - PORK - SAUSAGE - PROVISIONS
BUFFALO - OMAHA - WICHITA

Krey's

St. Louis

Shippers of Straight and Mixed Cars

Pork — Beef — Sausage — Provisions
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"Deliciously Mild"

New York Office — 259 W. 14th St.

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CINCINNATI, O.

"AMERICAN BEAUTY"
HAMS AND BACON

Straight and Mixed Cars of Beef,
Veal, Lamb and Provisions

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NEW YORK PHILADELPHIA WASHINGTON BOSTON
H. L. Woodruff W. C. Ford Clayton P. Lee P. G. Gray Co.
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Philadelphia Scrapple a Specialty

John J. Felin & Co., Inc.

4142-60 Germantown Ave., Philadelphia, Pa.

New York Branch: 407-09 West 13th St.

HAMS • BACON • LARD • DELICATESSEN

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION

ALLENTOWN, PA.

Vogt's

**Liberty
Bell Brand**

Hams—Bacon—Sausages—Lard—Scrapple

F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef		
Prime native steers—	Week ended Sept. 1, 1937.	Cor. week, 1936.
400-600	25 1/2 @ 26	15 1/2 @ 16
600-800	26 @ 26 1/2	15 @ 15 1/2
800-1000	26 1/2 @ 26 3/4	14 @ 15
Good native steers—		
400-600	24 1/2 @ 25	15 @ 15 1/2
600-800	24 1/2 @ 25	14 @ 15
800-1000	24 1/2 @ 25	13 1/2 @ 14
Medium steers—		
400-600	22 1/2 @ 23	14 1/2 @ 15
600-800	22 1/2 @ 23	13 1/2 @ 14 1/2
800-1000	22 1/2 @ 23	13 1/2 @ 14
Heifers, good, 400-600—		
400-600	21 @ 22 1/2	14 1/2 @ 15
Cows, 400-600—		
400-600	13 1/2 @ 15	9 1/2 @ 10 1/2
Blind quarters, choice	@ 33	@ 20
Fore quarters, choice	@ 19 1/2	@ 11 1/2

Beef Cuts		
Steer loins, prime	@ 53	@ 31
Steer loins, No. 1	@ 46	@ 29
Steer loins, No. 2	@ 40	@ 28
Steer short loins, prime	@ 68	@ 42
Steer short loins, No. 1	@ 56	@ 34
Steer short loins, No. 2	@ 44	@ 33
Steer loin ends (hips)	@ 37	@ 24
Steer loin ends, No. 2	@ 36	@ 23
Cow loins	@ 25	@ 17
Cow short loins	@ 30	@ 18
Cow loin ends (hips)	@ 29	@ 18
Steer ribs, prime	@ 38	@ 19
Steer ribs, No. 1	@ 36	@ 18
Steer ribs, No. 2	@ 33	@ 17
Cow ribs, No. 2	@ 20	@ 10 1/2
Cow ribs, No. 3	@ 13	@ 10
Steer rounds, prime	@ 25	@ 15 1/2
Steer rounds, No. 1	@ 22	@ 15
Steer rounds, No. 2	@ 21	@ 14 1/2
Steer chucks, prime	@ 20	@ 11
Steer chucks, No. 1	@ 17 1/2	@ 10
Steer chucks, No. 2	@ 17	@ 9 1/2
Cow rounds	@ 15	@ 13
Cow chucks	@ 12	@ 8 1/2
Steer plates	@ 15	@ 8
Medium plates	@ 15	@ 7 1/2
Briskets, No. 1	@ 23	@ 11 1/2
Steer navel ends	@ 13	@ 7
Cow navel ends	@ 10	@ 6 1/2
Fore shanks	@ 10	@ 6
Blind shanks	@ 8	@ 5
Strip loins, No. 1	@ 53	@ 31
Strip loins, No. 2	@ 40	@ 28
Sirloin butts, No. 1	@ 40	@ 25
Sirloin butts, No. 2	@ 26	@ 20
Beef tenderloins, No. 1	@ 80	@ 50
Beef tenderloins, No. 2	@ 65	@ 45
Rump butts	@ 14	@ 11
Flank steaks	@ 24	@ 12 1/2
Shoulder clods	@ 15	@ 12 1/2
Hanging tenderloins	@ 18	@ 12 1/2
Insides, green, 5@6 lbs.	@ 14 1/2	@ 14
Outsides, green, 5@6 lbs.	@ 14 1/2	@ 14
Knuckles, green, 5@6 lbs.	@ 15 1/2	@ 14

Beef Products		
Brains (per lb.)	@ 8	@ 6
Hearts	@ 12	@ 10
Tongues	@ 18	@ 18
Sweetbreads	@ 16	@ 15
Ox-tail, per lb.	@ 10	@ 7
Fresh tripe, plain	@ 9	@ 9
Fresh tripe, H. C.	@ 11 1/2	@ 11 1/2
Livers	@ 19	@ 18
Kidneys, per lb.	@ 9	@ 10

Veal		
Choice carcass	@ 17	@ 19
Good carcass	@ 13	@ 16
Good saddles	@ 20	@ 22
Good racks	@ 14	@ 14
Medium racks	@ 10	@ 11

Veal Products		
Brains, each	@ 9	@ 9 1/2
Sweetbreads	@ 35	@ 35
Calf livers	@ 35	@ 35

Lamb		
Choice lambs	@ 20	@ 19
Medium lambs	@ 18	@ 18
Choice saddles	@ 24	@ 23
Medium saddles	@ 21	@ 22
Choice fores	@ 16	@ 17
Medium fores	@ 15	@ 16
Lamb fries, per lb.	@ 30	@ 25
Lamb tongues, per lb.	@ 15	@ 15
Lamb kidneys, per lb.	@ 20	@ 20

Mutton		
Heavy sheep	@ 7	@ 6
Light sheep	@ 10	@ 9
Heavy saddles	@ 9	@ 7
Light saddles	@ 12	@ 12
Heavy fores	@ 5	@ 3 1/2
Light fores	@ 6	@ 7
Mutton legs	@ 14	@ 12
Mutton loins	@ 10	@ 8
Mutton stew	@ 6	@ 6
Sheep tongues, per lb.	@ 12 1/2	@ 12 1/2
Sheep heads, each	@ 14	@ 10

Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.	@ 24	@ 28
Picnics	@ 18	@ 17 1/2
Skinned shoulders	@ 19	@ 17 1/2
Tenderloins	@ 38	@ 32
Spare ribs	@ 17	@ 16
Back fat	@ 16	@ 13
Boston butts	@ 23	@ 22
Boneless butts, cellar trim, 2@4	@ 27	@ 27
Hocks	@ 12	@ 10
Tails	@ 12	@ 9
Neck bones	@ 6	@ 6
Slip bones	@ 15 1/2	@ 13
Ham bones	@ 6	@ 5
Pigs' feet	@ 6	@ 5
Kidneys, per lb.	@ 10	@ 8
Livers	@ 13	@ 8
Brains	@ 9	@ 8
Ears	@ 6	@ 6
Snouts	@ 10	@ 8
Heads	@ 10	@ 8
Chitterlings	@ 6	@ 6

DRY SALT MEATS

Clear bellies, 14@16 lbs.	@ 16 1/2	@ 16 1/2
Clear bellies, 18@20 lbs.	@ 16 1/2	@ 16 1/2
Rib bellies, 25@30 lbs.	@ 16 1/2	@ 16 1/2
Fat backs, 10@12 lbs.	@ 16 1/2	@ 16 1/2
Fat backs, 14@16 lbs.	@ 16 1/2	@ 16 1/2
Regular plates	@ 15 1/2	@ 15 1/2
Jowl butts	@ 14 1/2	@ 14 1/2

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper	@ 27	@ 28
Fancy skd. hams, 14@13 lbs., parchment paper	@ 28	@ 29
Standard reg. hams, 14@16 lbs., plain	@ 26	@ 26
Picnics, 4@8 lbs., short shank, plain	@ 22 1/2	@ 23 1/2
Picnics, 4@8 lbs., long shank, plain	@ 21 1/2	@ 22 1/2
Fancy bacon, 6@8 lbs., parchment paper	@ 32	@ 33
Standard bacon, 6@8 lbs., plain	@ 28 1/2	@ 29 1/2
No. 1 beef sets, smoked	@ 27	@ 28
Insides, 8@12 lbs.	@ 25	@ 26
Outsides, 5@9 lbs.	@ 25	@ 26
Knuckles, 5@9 lbs.	@ 25	@ 26
Cooked hams, choice, skin on, fattened	@ 42 1/2	@ 42 1/2
Cooked hams, choice, skinless, fattened	@ 45	@ 45
Cooked picnics, skin on, fattened	@ 31	@ 31
Cooked picnics, skinned, fattened	@ 32	@ 32

BARRELED PORK AND BEEF

Mess pork, regular	@ 34.00	
Family back pork, 24 to 34 pieces	@ 38.00	
Family back pork, 35 to 45 pieces	@ 38.00	
Clear back pork, 40 to 50 pieces	@ 35.00	
Clear plate pork, 25 to 35 pieces	@ 31.50	
Bean pork	@ 35.00	
Brisket pork	@ 35.00	
Plate beef	@ 24.00	
Extra plate beef, 200-lb. bbls.	@ 25.00	

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	@ 21.00	
Lamb tongue, short cut, 200-lb. bbl.	@ 30.00	
Regular tripe, 200-lb. bbl.	@ 26.00	
Honeycomb tripe, 200-lb. bbl.	@ 29.50	
Pocket honeycomb tripe, 200-lb. bbl.	@ 31.00	

LARD

Prime steam, cash, Bd. trade	@ 10.55n	
Prime Steam, loose, Bd. trade	@ 10.95n	
Refined lard, tierces, f.o.b. Chgo.	@ 12 1/2	
Kettle rend., tierces, f.o.b. Chgo.	@ 13 1/2	
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 13 1/2	
Neutral, tierces, f.o.b. Chicago	@ 14 1/2	
Compound, veg., tierces, c.a.f.	@ 10 1/2	

OLEO OIL AND STEARINE

Extra oleo oil	@ 12 1/2 @ 12 1/2	
Prime No. 2 oleo oil	@ 11 1/2 @ 12	
Prime oleo stearine, edible	@ 9 1/2 @ 9 1/2	

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.	@ 6 1/2	
Valley points, prompt	@ 10 1/2	
White deodorized, in bbls., f.o.b. Chgo.	@ 10 1/2	
Yellow, deodorized	@ 10 1/2	
Soap stock, 50% f.f.a. f.o.b. mills	@ 2	
Soya bean oil, f.o.b. mills	@ 6 1/2	
Corn oil, in tanks, f.o.b. mills	@ 7 1/2	
Cocoonut oil, sellers' tanks, f.o.b. coast	@ 4	
Refined in bbls., f.o.b. Chicago	@ nom. 10	

OLEOMARGARINE

(F. O. B. CHICAGO.)		
White domestic vegetable margarine	@ 16	
White animal fat margarine, in 1 lb. cartons, rolls or prints	@ 15	
Nut 1-lb. cartons	@ 12 1/2	
Puff paste (water churned)	@ 13 1/2	
(milk churned)	@ 14 1/2	

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton	@ 31	
Country style sausage, fresh in link	@ 23 1/2	
Country style sausage, fresh in bulk	@ 23 1/2	
Country style sausage, smoked	@ 28 1/2	
Frankfurters, in sheep casings	@ 25 1/2	
Frankfurters, in hog casings	@ 25 1/2	
Bologna in beef buns, choice	@ 20	
Bologna in beef middles, choice	@ 20	
Liver sausage in beef rounds	@ 13	
Liver sausage in hog buns	@ 20 1/2	
Smoked liver sausage in hog buns	@ 21 1/2	
Head cheese	@ 21	
New England luncheon specialty	@ 27	
Minced luncheon specialty, choice	@ 21	
Tongue sausage	@ 20 1/2	
Blood sausage	@ 19 1/2	
Polish sausage	@ 25 1/2	

DRY SAUSAGE

Corvelat, choice, in hog buns	@ 44	
Thurflinger cervelat	@ 24	
Farmer	@ 35	
Holsteiner	@ 29	
B. C. salami, choice	@ 39	
Milano, salami, choice in hog buns	@ 40	
B. C. salami, new condition	@ 24	
Frises, choice, in hog middles	@ 39	
Genoa style salami, choice	@ 47	
Pepperoni	@ 36	
Mortadella, new condition	@ 23	
Capicola	@ 50	
Italian style hams	@ 40	
Virginia hams	@ 45	

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—		
Small tins, 2 to crate	@ 36.25	
Frankfurt style sausage, in sheep casings—		
Small tins, 2 to crate	@ 37.75	
Smoked link sausage, in hog casings—		
Small tins, 2 to crate	@ 37.00	

SAUSAGE MATERIALS

(F. O. B. CHICAGO.)		
Regular pork trimmings	@ 14 1/2	
Special lean pork trimmings	@ 18 1/2	
Extra lean pork trimmings	@ 20 1/2	
Pork cheek meat	@ 16 1/2	
Pork hearts	@ 9 1/2	
Pork livers	@ 11	
Native boneless bull meat (heavy)	@ 11 1/2	
Shank meat	@ 10 1/2	
Boneless chucks	@ 10	
Beef trimmings	@ 9	
Beef cheeks (trimmed)	@ 9	
Dressed canners, 350 lbs. and up	@ 7 1/2	
Dressed cutter cows, 400 lbs. and up	@ 7 1/2	
Dr. bologna bulls, 600 lbs. and up	@ 9	
Pork tongues, cannon trim, S. P.	@ 16 1/2	

CURING MATERIALS

Nitrite of soda (Chgo. w'hse stock):	Cwt.	
In 425-lb. bbls., delivered	@ 9.00	
Salt, less than ton lots:		
Dbl. refined granulated	@ 6.40	
Small crystals	@ 7.40	
Medium crystals	@ 7.75	
Large crystals	@ 8.15	
Dbl. reld. gran. nitrate of soda	@ 3.50	
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated	@ 6.80	
Medium, undried	@ 9.30	
Medium, dried	@ 9.80	
Rock	@ 6.80	
Sugar—		
Raw, 96 basis, f.o.b. New Orleans	@ 3.60	
Second sugar, 90 basis	@ None	
Standard gran., f.o.b. refiners (2%)	@ 4.70	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.20	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.00	
Dextrose, in car lots, per cwt.	@ 4.11	

(Continued on page 55.)

PURE VINEGARS

A. P. CALLAHAN & COMPANY

247 SOUTH LA SALLE STREET

CHICAGO, ILL.

Investigate

BEFORE YOU BUY
WHAT THESE PACKERS OFFER

Rath's

from the Land O'Corn

BLACK HAWK HAMS AND BACON

PORK - BEEF - VEAL - LAMB

Straight and Mixed Cars of Packing House Products

THE RATH PACKING CO.

WATERLOO, IOWA

Hunter Packing Company

East St. Louis, Illinois

*Straight and Mixed Cars
of Beef and Provisions*

NEW YORK OFFICE
410 W. 14th Street

REPRESENTATIVES:
Wm. G. Joyce, Boston
F. C. Rogers, Inc., Philadelphia



KINGAN'S RELIABLE

**HAMS • BACON • LARD • SAUSAGE
CANNED MEATS • OLEOMARGARINE
CHEESE • BUTTER • EGGS • POULTRY**

*A full line of Fresh Pork • Beef • Veal
Mutton and Cured Pork Cuts*

Hides • Digester Tankage

KINGAN & CO.

PORK AND BEEF PACKERS

Main Plant, Indianapolis

Established 1848

HORMEL
GOOD FOOD

Main Office and Packing Plant
Austin, Minnesota

THE P. BRENNAN COMPANY

UNION STOCK YARDS: CHICAGO, ILLINOIS

offers you

STRAIGHT OR MIXED CARS OF

PORK PRODUCTS

THE CUDAHY PACKING CO.

PRODUCERS, IMPORTERS AND EXPORTERS OF

Sausage Casings

221 NORTH LA SALLE STREET

CHICAGO, U. S. A.



**NATURE AND
HUMAN SKILL**
combine to give
Superb Quality
in these imported
canned Hams.

Try a Case Today

AMPOL,

380 Second Ave., New York, N. Y.

Wilmington Provision Company

TOWER BRAND MEATS

*Slaughterers of Cattle, Hogs,
Lams and Calves*

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

Chicago Markets

(Continued from page 53.)

SPICES

Basic Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime	15	16 1/2
Resifted	15 1/2	17 1/2
Chili Pepper, Fancy	22	23 1/2
Chili Powder, Fancy	22	23 1/2
Cloves, Ambony	27	31
Madagascar	18 1/2	22
Zanzibar	21	24 1/2
Ginger, Jamaica	18 1/2	20
African	17	19
Nace, Fancy Banda	65	70
East India	60	65
E. I. & W. I. Blend	60	60
Mustard Flour, Fancy	22 1/2	23 1/2
No. 1	15	16
Nutmeg, Fancy Banda	28	28
East India	22	22
B. I. & W. I. Blend	15 1/2	16 1/2
Paprika, Extra Fancy	29	29
Fancy	23	24
Hungarian, Fancy	26 1/2	26 1/2
Pepina Sweet Red Pepper	28 1/2	28 1/2
Pinexco (220-lb. bbls.)	23	23
Pepper, Cayenne	23	23
Red Pepper, No. 1	17 1/2	17 1/2
Pepper, Black Alepp	10 1/2	12
Black Lampong	7 1/2	9
Black Tellicherry	10 1/2	12
White Java Muntok	11 1/2	13
White Singapore	11	12 1/2
White Packers	12	12

SEEDS AND HERBS

	Ground	Whole.
	for Sausage.	Sausage.
Caraway Seed	9	11
Celery Seed, French	21 1/2	25 1/2
Comino Seed	11 1/2	14
Coriander Morocco Bleached	8 1/2	9 1/2
Coriander Morocco Natural No. 1	8	9 1/2
Mustard Seed, Cal. Yellow	9	12 1/2
American	8	11 1/2
Marjoram, French	19	23
Oregano	13	16
Sage, Dalmatian Fancy	8 1/2	10
Dalmatian No. 1	8	9 1/2

SAUSAGE CASINGS

(P. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	@.18
Domestic rounds, 140 pack	@.28
Export rounds, wide	@.38
Export rounds, medium	@.25
Export rounds, narrow	@.40
No. 1 weasands	@.05
No. 2 weasands	@.08 1/2
No. 1 bungs	@.18
No. 2 bungs	@.15
Middles, regular	@.37
Middles, select, wide, 2@2 1/2 in.	@.45
Middles, select, extra wide, 2 1/2 in. and over	@.90
Dried bladders:	
12-15 in. wide, flat	.75
10-12 in. wide, flat	.65
8-10 in. wide, flat	.40
6-8 in. wide, flat	.30
Hog casings:	
Narrow, per 100 yds.	2.30
Narrow, special, per 100 yds.	2.20
Medium, regular	2.05
English medium	1.95
Wide, per 100 yds.	1.50
Extra wide, per 100 yds.	1.25
Export bungs	.26
Large prime bungs	.21
Medium prime bungs	.15
Small prime bungs	.11
Middles, per set	.18
Stomachs	.11

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good 1300-lb.	\$ @14.25
Steers, medium	@12.75
Cows, common to medium	6.25@ 8.25
Cows, low cutter to cutter	4.00@ 6.00
Heifers, cutter to medium	6.00@ 9.25
Bulls, sausage	@ 7.00
Bulls, cutter to medium	5.00@ 7.00

LIVE CALVES

Vealers, choice	\$ @13.50
Vealers, good to choice	12.00@13.50
Vealers, medium	10.00@11.50
Vealers, common	6.50@ 8.50
Calves, medium and good	7.80@ 8.75

LIVE HOGS

Hogs, good to choice, 160-210-lb.	\$12.15@12.25
Sows, medium to good	9.00@ 9.25

LIVE LAMBS

Lambs, good to choice, ewes and wethers	\$ @11.85
Lambs, wethers, good	@11.50
Lambs, medium to good	10.50@11.00
Lambs, cull and common	7.00@ 7.50
Ewes, shorn, good	2.50@ 5.00

DRESSED BEEF

City Dressed.

Choice, native, heavy	.25 1/2 @28
Choice, native, light	.25 @27
Native, common to fair	.22 @24 1/2

Western Dressed Beef.

Native steers, 600@800 lbs.	.24 @26 1/2
Native choice yearlings, 440@600 lbs.	.25 @27
Good to choice heifers	.21 @23
Good to choice cows	.18 @20
Common to fair cows	.15 @17
Fresh bologna bulls	.11 1/2 @12 1/2

BEEF CUTS

	Western.	City.
No. 1 ribs	.31 @34	33 @35
No. 2 ribs	.28 @30	29 @32
No. 3 ribs	.22 @25	24 @27
No. 1 loins	.45 @48	46 @52
No. 2 loins	.38 @40	40 @44
No. 3 loins	.30 @32	30 @34
No. 1 hinds and ribs	.28 @31	30 @32
No. 2 hinds and ribs	.23 @27	27 @29
No. 1 rounds	.22 @23	22 @23
No. 2 rounds	.22 @21	21 @22
No. 3 rounds	.19 @20	19 @20
No. 1 chucks	.22 @24	23 @25
No. 2 chucks	.20 @21	20 @22
No. 3 chucks	.19 @20	19 @21
Bolognas	.11 1/2 @12 1/2	11 1/2 @12 1/2
Rolls, reg. 6@8 lbs. av.	.23 @25	23 @25
Rolls, reg. 4@6 lbs. av.	.18 @20	18 @20
Tenderloins, 4@6 lbs. av.	.50 @60	50 @60
Tenderloins, 5@6 lbs. av.	.50 @60	50 @60
Shoulder clods	.16 @18	16 @18

DRESSED VEAL

Good	.17 @18
Medium	.16 @17
Common	.15 @16

DRESSED SHEEP AND LAMBS

Lambs, spring, prime	.21 @22
Lambs, spring, good	.20 @21
Lambs, 35 lbs. down	.19 @20
Sheep, good	.9 @11
Sheep, medium	.7 @9

DRESSED HOGS

Hogs, good and choice (90-140 lbs.)	\$18.00@18.25
-------------------------------------	---------------

FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	@24
Pork tenderloins, fresh	@38
Pork tenderloins, frozen	@36
Shoulders, Western, 10@12 lbs. av.	@20
Butts, boneless, Western	@27
Butts, regular, Western	@26
Hams, Western, fresh, 10@12 lbs. av.	@24
Picnic hams, West. fresh, 6@8 lbs. av.	@17
Pork trimmings, extra lean	@22
Pork trimmings, regular 50% lean	@17
Spareribs	@17

SMOKED MEATS

Regular hams, 8@10 lbs. av.	.28 1/2 @29
Regular hams, 10@12 lbs. av.	.28 1/2 @29
Regular hams, 12@14 lbs. av.	.28 @29
Skinned hams, 10@12 lbs. av.	.29 @30
Skinned hams, 12@14 lbs. av.	.29 @30
Skinned hams, 14@16 lbs. av.	.28 @29
Skinned hams, 18@20 lbs. av.	.27 @28
Picnics, 4@6 lbs. av.	.24 @25
Picnics, 6@8 lbs. av.	.23 @24
City pickled bellies, 8@12 lbs. av.	.23 @24
Bacon, boneless, Western	.33 @34
Bacon, boneless, city	.32 @33
Rollettes, 8@10 lbs. av.	.24 @25
Beef tongue, light	@25
Beef tongue, heavy	@25

FANCY MEATS

Fresh steer tongues, untrimmed	16c a pound
Fresh steer tongues, l. c. trimmed	28c a pound
Sweetbreads, beef	35c a pound
Sweetbreads, veal	70c a pair
Beef kidneys	12c a pound
Mutton kidneys	4c each
Livers, beef	29c a pound
Oxtails	14c a pound
Beef hanging tenders	25c a pound
Lamb fries	12c a pair

BUTCHERS' FAT

Shop Fat	\$2.75 per cwt.
Breast Fat	3.50 per cwt.
Edible Suet	5.25 per cwt.
Inedible Suet	4.00 per cwt.

GREEN CALFSKINS

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	.17	2.45	2.70	2.75	3.20
Prime No. 2 veals	.16	2.25	2.50	2.55	2.90
Buttermilk No. 1	.14	2.15	2.40	2.45	...
Buttermilk No. 2	.13	2.00	2.25	2.30	...
Branded gruby	.7	1.15	1.30	1.35	1.60
Number 3	.7	1.15	1.35	1.35	1.60

BONES AND HOOFES

	Per ton.
Round shins, heavy, delivered basis	\$.75.00@80.00
Light, delivered basis	65.00@70.00
Flat shins, heavy, delivered basis	@65.00
Light, delivered basis	@60.00
Thighs, blades and buttocks	@57.50
White hoofs	50.00
Black and striped hoofs	40.00

COOPERAGE

(Prices at Chicago)

Ash pork barrels, black hoops	\$1.47 1/2 @1.50
Ash pork barrels, galv. hoops	1.55 @1.57 1/2
Oak pork barrels, black hoops	1.37 1/2 @1.40
Oak pork barrels, galv. hoops	1.45 @1.47 1/2
White oak ham tierces	2.32 1/2 @2.35
Red oak lard tierces	2.07 1/2 @2.10
White oak lard tierces	2.17 1/2 @2.20

Susie Sausage says:-



Save money. Use Dry Beef Bladders. We select them in accordance with your requirements,- Extra Small, Small or Medium. Write for samples!

S. OPPENHEIMER & CO., INC.

610 Root Street Chicago 470 Washington Street New York

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Superintendent

Young operating man with experience in beef, pork, lard, rendering, curing, smoking and sausage processing, and who is able to handle men, wanted by growing Southern packer. Must understand quick curing and large quality sausage operations. Excellent opportunity for right man. W-873, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Branch Manager or Supervisor

Wanted, man thoroughly capable with experience and satisfactory record as packer branch manager or supervisor. Give complete employment record, age and salary expected. W-860, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Salesman

Salesman wanted for Southeast territory by manufacturer of well-known product used extensively in the meat packing and sausage-making industry. Must be experienced with trade in this territory. State qualifications, age, earnings, references. W-872, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Sales Manager

Have had 15 years' experience handling sales for two large packers. Record, references and bond are A-1. Will be able to accept position in 30 days and willing to go anywhere. W-874, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Rendering Foreman

All-around rendering man desires position. Can operate cooking with any tank system. Also expert skinner. Not afraid of any kind of work. Experience 20 years. W-811, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Supervisor or Asst. Supt.

Energetic young man, with general experience in all departments, seeks connection with small, medium or large independent packer as supervisor or assistant superintendent. W-862, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausagemaker

Capable of turning out complete line of sausage products, loaves, specialties, fancy cured meats, etc. Know how to get results. Will consider small proposition at moderate starting salary. Go anywhere. Prefer Western States or Pacific Coast. J. A. P., 7009 Denver Ave., Los Angeles, Calif.

Position Wanted

Superintendent

New connection wanted by superintendent with supervision of two plants, slaughtering and processing. Beef and pork operations, poultry and produce and meat canning. Prefers personal interview. Wide experience. W-855, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Plant Superintendent

Now available, plant superintendent with many years' experience and fine record. Understands all plant operations. Best references. W-845, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Factory Manager

Thoroughly experienced in all departments of Sausage Factory. Can adjust and remedy the cause for product spoiling in hot weather. Can put factory in first-class condition. Is also expert sausagemaker, economical and efficient. Best of references. Prefer New York City or surrounding territory. W-870, THE NATIONAL PROVISIONER, 300 Madison Avenue, New York City.

Sewed Casings

Foreman with excellent references and long experience on all types of casings. Capable of organizing on economical basis. An ambitious worker. Available to go anywhere. W-871, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Executive Experience For Sale

Meat Packer Executive thoroughly seasoned in sales and manufacturing is interested in connection with reliable, Independent Packer. His experience includes complete responsibility for profitable operation of Cattle, Hog and Provision Plants, serving in the capacity of General Manager of important units. For the past ten years has carried on extensive operations in killing and manufacturing.

Now employed with one of the Major Packers as General Plant Manager but prefers Independent Packer who needs this wealth of experience.

W-869

THE NATIONAL PROVISIONER
407 S. Dearborn St., Chicago

See Bottom of Page 57 Opposite for
Additional Classified Ads.

Position Wanted

Sausage Foreman

Position wanted by first-class sausage foreman with 20 years' experience manufacturing high-grade sausage, bologna, loaves; also curing and smoking, etc. Can handle labor, keep all records. Formerly foreman in large Eastern plant. Will furnish best references. W-868, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Beef Sales Supervisor

Young man, 34, with 14 years' experience in Middlewest, selling, supervising branch house car route beef sales, and grading. Thoroughly capable of handling beef sales department. Also full training in selling and grading lambs and calves. Locality unimportant. References. W-866, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment for Sale

Rebuilt Equipment for Sale

Meat Mixers 100- to 750-lb., Grinders of various sizes, Silent Cutters 19 to 40", Fat Cutters, Stuffers, Cookers, Lard Roll, Lard Cooling Tank, Shoulder Chopper, Can Fillers and Labelers, Kettles, Hammer Mills, Tanks, Pumps, Boilers, etc. Send us your inquiries and list of idle equipment. Loeb Equipment Supply Co., 904 N. Marshfield Ave., Chicago.

Used Packinghouse Equipment

For sale, 24-ton Frick ice machine with steam engine, Brownell boiler, Gem City boiler, Permutit water softener, cattle scale, track scales, pumps, lard cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 426, Lancaster, Ohio.

Sausage Machinery

For sale, No. 50 Enterprise power food chopper; 100-gallon cast-iron scaling tank and stand; lard press; sausage mixers; shafting, pulleys, etc. Joe Timmer Hardware Corporation, Kansas City, Kansas.

Sausage Machinery

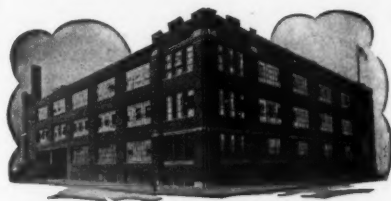
For sale, one Sander meat grinder, No. 150, belt-driven, \$75; and one "Boss" silent cutter, belt-driven, \$50. FS-867, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Used Equipment for Sale

3 Anderson No. 1 Oil Expellers, motor driven, with 15-H.P., AC motors, complete with tempering apparatus; 2 Anderson RB Expellers: two 4 ft. x 9 ft. Mechanical Mfg. Co. Lard Rolls: 1 Allbright No. 2 1/2 ft. x 5 ft. Jacketed Dryer; 3 Bartlett & Snow Jacketed Digesters or Tankage Dryers; one 24 in. x 20 in. Type "B" Jeffrey Hammer Mill; one 24 in. x 16 in. Gruender Hammer Mill; 2 Jay-Bee Hammer Mills, No. 2, No. 3, for Cracklings; 2 Mechanical Mfg. Co. Double Arm Meat Mixers: 1 Buffalo No. 23 Silent Cutter; 1 No. 41 Enterprise Meat Chopper; 1 "Boss" No. 166 Meat Chopper. Miscellaneous: Cutters, Grinders, Melters, Cookers, Rendering Tanks, Hydraulic Presses, Kettles, Pumps, etc. What have you for sale! Send us a list.

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To Sell Your Hog Casings in Great Britain

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Leeds 9

ENGLAND

Business Opportunities

Packinghouse and Abattoir

For sale or lease in San Francisco, packinghouse and abattoir for all livestock. Concrete brick buildings, power house, corrals. Main building two stories, basement 65,000 sq. ft. Equipped with machinery, smokehouses, coolers. FS-858, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Business Opportunities

Sausage Factory

For sale or rent, modern sausage factory in Chicago, Illinois. Brick and concrete construction. Suitable for government inspection. Equipped with smokehouses, coolers and freezer. Lot 5,000 sq. ft. Price or rental reasonable. FS-856, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Business Opportunities

18,000 Dollars

will buy the largest slaughterhouse in Miami, located near race track in Hialeah. Block of land with killing plant for about 100 cattle daily; refrigerating rooms and freezer; complete butchering plant now operating. Write P. O. Box 273, Hialeah, Florida.

Week Ending September 4, 1937

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ADVERTISERS

IN THIS ISSUE OF THE NATIONAL PROVISIONER

The executives and other personnel of the companies in this list take a heavy load off your shoulders. They are the ones who worry about and study and test—design and redesign—equipment, supplies and services necessary for the everyday operation of your business. If they didn't do these

things you'd have to have men on your payroll who could, and other men who could fabricate, prepare and put into operation what these firms make available to you at a very much lower cost. Watch their advertising for the latest developments in time-and-money savers.



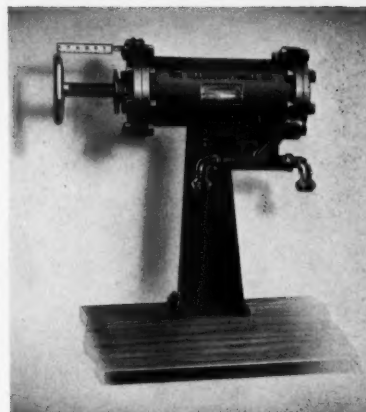
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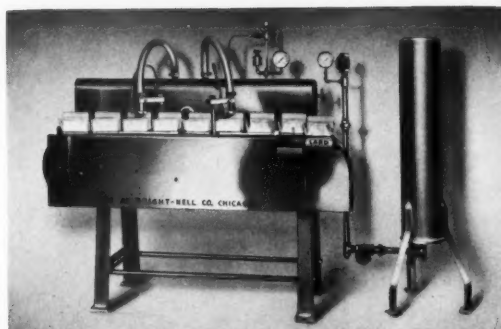
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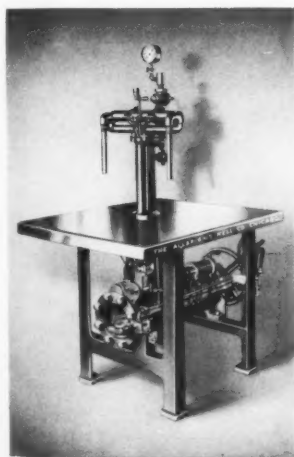
There's a *Harrington* MEASURING FILLER for every need



No. 700 ANCO Harrington High Pressure Measuring Filler with atomizing valve and nozzle; hand operated; for half pound to 5 pound packages.



No. 705A ANCO High Pressure, fully automatic, Measuring Filler with automatic liner spreaders.



No. 708A ANCO High Pressure, Automatic Harrington Measuring Filler with 2 atomizing valves and two non-drip nozzles.

BALANCED CEL-U-RATION is the name applied to a new feature of ANCO Harrington Fillers. It has been developed to improve the color, blend and texture of all lards and shortenings. CEL-U-RATION is the exploding or atomizing of the product so as to produce an even arrangement of the air and fat cells. This takes place in the ANCO patented atomizing valves in all high pressure Harrington Measuring Fillers. In the 2 nozzle high pressure type machines the CEL-U-RATION is perfectly balanced by a single adjustment arrangement which assures uniformity of the appearance and texture of the product.

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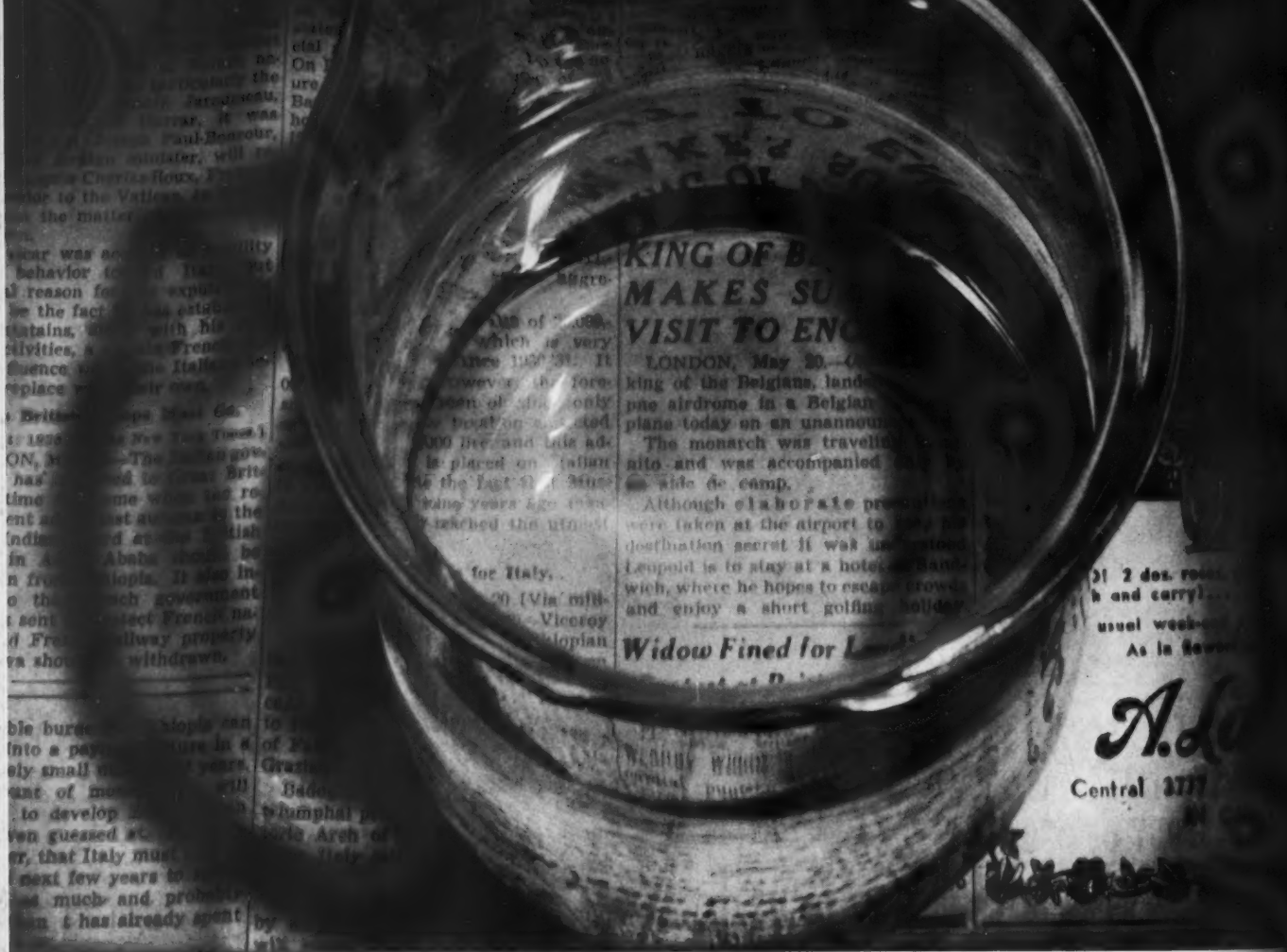
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THE same crystal-like clarity that enables you to read ordinary newsprint through this jelly . . . shows off jellied meats to the very best advantage. Swift's Atlas Gelatin is odorless . . . tasteless, too. It has all these qualities which make it a splendid

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Swift & Company, Gelatin Division, Chicago

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